COMMERCE AMERICA

FORMERLY COMMERCE TODAY

U.S. Department of Commerce / June 7, 1976

The Answer Man For Business And The Consumer

Newsmemo

The Secretary of Labor has praised current activity in collective bargaining. The first quarter 1976 record in this field was "outstanding," in the view of Secretary Usery, who pointed to the lowest level of strike-related idleness in more than a decade. Major agreements negotiated during the quarter have called for first-year pay hikes of 8.8 percent, down nearly 4 percent from the same period last year and about 1.5 percent below the all-1975 rate.

Sales pattern for existing homes has shown volume index increases in seven of eight recent monthly reports. The median sales price of existing single-family homes was $37,190 in March, representing an 8.6 percent increase in a year. The highest median price was recorded in the West at $44,160, followed by $41,060 in the Northeast. Prices in the South and North Central regions were $36,100 and $31,770, respectively.

U.S. coal production keeps increasing despite a decline in mining productivity. It went up by 6 percent in 1975 over 1974, and continued to increase in the early months of 1976. But production per man day declined in surface mines (where 55 percent of U.S. coal is obtained) from 33.2 to 30 short tons in that period, and from 11.3 to 9.5 short tons in underground mines. A large part of this fall-off is due to use of new and less experienced miners, as employment climbed about 18 percent from 1974 to 1975. Other factors affecting productivity are mine safety implementation, land reclamation requirements, and contracts requiring more equipment helpers.

Savers continue to channel a large volume of funds into U.S. thrift institutions. March figures show that such deposits benefited from reduced yields on competitive open-market investments and large gains in personal income. The gains were impressive both at mutual savings banks and savings and loan associations.

Retailers are showing caution in building inventories despite an improving sales picture. In the February-March period inventories went up 3.4 percent while total retail sales were increasing by 9.4 percent. A drop in the combined stock-to-sales ratio from 1.69 in March 1975 to 1.45 in March 1976 is a reflection of this cautious policy. No evidence exists that retail inventories will increase substantially in the second quarter. Total retail sales in 1976 through mid-May are up over 1975 by 13 percent.

U.S. farmers are more export-oriented than the nation's manufacturers. Ambassador Clayton Yeutter says that his current experience in getting exporters involved in the Multilateral Trade Negotiations in Geneva has completely convinced him of the truth of this observation. Yeutter, who has a farm background and service as an Assistant Secretary of Agriculture, says he is surprised and dismayed at the relative lack of interest in international commercial relationships by the industrial community.

Flexibility and persistence pay off in international marketing. "E" Award winner Dreyco, Inc., an export management company with expertise in the automotive field, told that story at the New Jersey World Trade Conference. Dreyco worked for two years with two major German automakers, getting them to accept horns from a client U.S. producer. The discussions covered redesign and pricing factors. Conversely, another Dreyco supplier, a maker of specialty auto hand tools, became successful in the European market after it was persuaded to add new metric-measure and special tools to its U.S. line.

U.S. aerospace employment continues to slide. The total stood at 925,000 as 1976 began, down from 934,000 last June, and a continuation of a consistent trend since industry employment peaked at 1.5 million in 1968. The semi-annual forecast of the Aerospace Industries Assn. points to another 3.5 percent decline to 893,000 by the end of 1976. This would put the total at the lowest point since 1960.

More than 20 countries will have national pavilions at the Chicago International Trade Exposition. Among them are, from Europe, Spain, Germany, Yugoslavia and Poland; from Asia, Japan, Korea, Thailand, and Indonesia; from the Americas, Brazil, Haiti and Trinidad & Tobago. The show will be held July 1-18 at revamped Navy Pier.

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COVER: After five years, Commerce's Office of the Ombudsman has been reorganized and expanded to better serve the needs of American businessmen and consumers perplexed by the intricacies of dealing with the Federal Government. Story begins on page 4.

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ECONOMIC HIGHLIGHTS

Moderate Pace Of Inflation In Prospect Despite Fluctuations In Food And Fuel

Economic Highlights is prepared by Maynard Comiez, Acting Chief Economist of the Department of Commerce

The rates of change in the major price indexes have fluctuated sharply over the past year, causing equally sharp fluctuations in the public views on the prospects for future inflation. In late summer and fall last year, as the recovery was getting under way, prices suddenly accelerated, leading to widespread fears that the severe inflation of 1973-74 was about to return. The price surge soon slackened, however, and in the first quarter gave way to declines in average commodity prices at both wholesale and retail. The public's earlier fears were replaced by widespread optimism—tempered somewhat in April, however, when the rise accelerated again.

As it happens, neither the gloom nor the succeeding euphoria were justified by the longer-run prospects for prices. The sharp fluctuations since last summer were extremes related to temporary developments; the underlying economic factors suggest that price inflation for 1976 will be slightly lower than the 7 percent pace of 1975. This represents a marked improvement over 1973 and 1974.

While it is difficult to measure precisely the present "basic" rate of inflation apart from these temporary influences, the top panel of the charts provides a clue to the answer. The slowing of prices in the first quarter of this year was mainly in food and fuels, both of which declined briefly for special reasons. The Consumer Price Index apart from foods and fuels rose at an annual rate of about 7 percent in the first quarter, or the same as the average in the previous quarter. But food accounts for 25 percent of all the items in the index, and the prospect is that food will be rising more slowly this year than the average for the total index.

If food prices were to hold unchanged while other items continued upward at their 7 percent rate of the past 6 months, the total index would rise by three-fourths of 7 percent, or 5¼ percent. Given a moderate increase in foods, the inflation rate for consumer prices this year would be perhaps 5½ to 6 percent. This is about half the average rise during 1974. Although fuel prices may be rising rather strongly for the rest of the year, their direct influence is minor, since they account for only 4½ percent of the total index.

The decline in food prices in the first quarter was due to a combination of favorable developments, of which the most important was a temporary glut of meat. Bumper crops of feed grains and lower feed prices last year led to a sharp recovery in the number of cattle on feed last fall. These fattened cattle began coming to market in January, just when a drought in winter pastures was causing an unusual increase in marketing of grass-fed cattle. As a result, beef production set a record in the first quarter, while total meat and poultry production was 6 percent higher than a year earlier. As spring rains improved pastures, however, grass-fed cattle marketings declined again. Retail beef prices declined much less in April, after seasonal adjustment, than in February and March. The meat category was virtually unchanged in April and food as a whole increased.

Fuel prices also declined in the first quarter, mostly because of the new Energy Act, which provided for a rollback of the average domestic ceiling price on crude oil, and removal of the tariff. However, the law also provided for price increases and eventual decontrol, and in April the Federal Energy Administration announced a ceiling price increase on domestic crude of about 10 percent to take effect over the next 10 months.

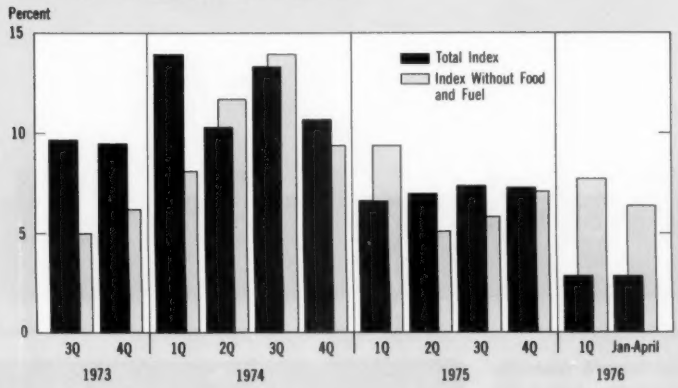
An acceleration in services in the fourth quarter last year and the first quarter this year, shown in the second panel of the charts, largely reflected upward adjustments in auto insurance rates, which are regulated by the states. The recent substantial increases were evidently a long-delayed reaction to the inflation of 1973-74, which had to be reflected in rising damage claims before rate adjustments were in order. Past upsurges in these rates have always been fairly brief. In addition, charges for medical care services accelerated sharply in the first quarter but slowed somewhat in April.

The sharper increase in prices of consumer durables primarily reflects a sudden steep rise in prices of used cars. Rapid increases in used car prices are usual at this stage of a recovery, probably because so many used car purchasers had put off buying a car during the recession, while the supply of trade-ins is somewhat reduced because of earlier low sales of new cars. During 1974, the gasoline crisis also discouraged new-car buyers. In addition, last year's sharp price increases for new cars are being reflected in prices of used cars.

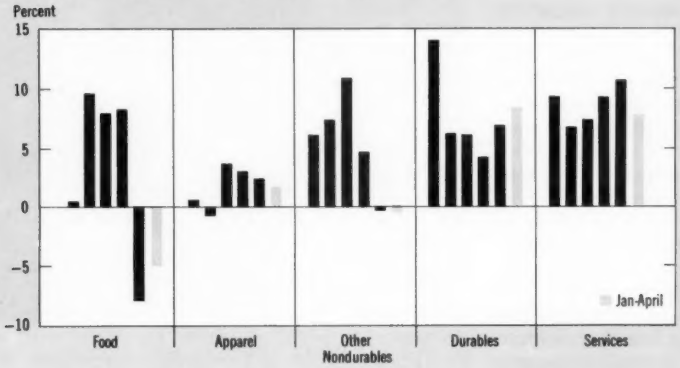
Movements in the Wholesale Price Index since last summer have also been affected substantially by fluctuations in agricultural commodity and fuel prices. In the first quarter of this year the total index declined at an annual rate of close to 2 percent, seasonally adjusted. However, with the agricultural and fuel items excluded, it rose at a rate of 6 percent. In 1976 so far, prices in most of the 13 major industrial commodity groups have been rising at significantly slower rates than late last year. The most important exceptions are the paper and rubber groups, where prices have apparently been reflecting rising demand and tightening supplies since mid-1975. By the first quarter of this year, the paper and pulp industry was operating at nearly 90 percent of capacity, compared with a low of 74 percent in the second quarter of last year.

A somewhat disturbing trend recently was a sudden acceleration in prices of crude nonfood materials, which are highly volatile. This group consists largely of scrap materials and crude fuels. Since its weight in the index is very small—less than 4 percent—it is more a signal of changing demand pressures than an important direct influence on wholesale price changes. The sharp rise in March

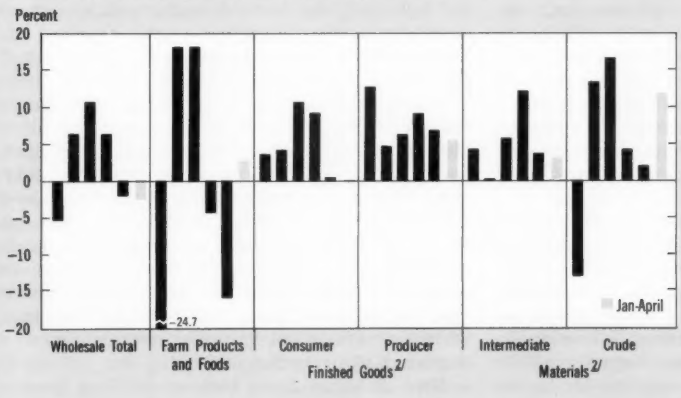
Consumer Price Index, Quarterly Changes at Annual Rates[1/] 1



Consumer Price Components, Quarterly Changes at Annual Rates, 1975-76[1/] 2



Wholesale Price Indexes, Quarterly Changes at Annual Rates, 1975-76[1/] 3



[1/] Changes between final months of quarters
[2/] Excluding farm products and foods
Data are seasonally adjusted

and April was mostly in waste paper, scrap metals, and natural gas.

For the rest of 1976, the prospects seem favorable for continued moderation in price increases. In the critically important agricultural sector, the outlook is good. Total wheat supplies are likely to be as large as last year, with the drought damage to winter wheat balanced by the larger spring wheat crop now in prospect and a relatively large carryover from the crop year that ended June 1. The feed grain outlook is also favorable; acreage planted to corn has been considerably increased over last year, mostly at the expense of soybeans, and the great bulk of the crop was seeded in the optimal planting period. Moisture supplies are good and generous spring rains have nearly broken the drought in the southern plains. Unseasonably cool weather has hurt prospects somewhat, however, and weather this summer will of course determine the final outcome. The outlook for farm exports is about normal. Weather abroad has been average, except for a prolonged, rather severe drought across northern Europe and dry weather in the Soviet winter wheat area during the critical fall growing period.

With last year's very large feed grain crop and the prospect of plentiful supplies this year, livestock feeding has been recovering. Hog slaughter in the second half of this year appears likely to be around 12 percent higher than last year, and some decline in hog prices is in prospect. Supplies of grain-fed beef will continue high, but any increases may be offset by reduced marketing of grass-fed cattle, making for price firmness. However, the strong rise in wholesale beef prices expected from April to July has not yet materialized. After a sharp rebound in early April, prices have retraced about two-thirds of their rise, and cattle prices have behaved similarly.

While industrial prices are always difficult to predict, the economic situation remains favorable to price moderation. The inflation which culminated in 1973-74 developed over many years, and the recovery process is still going on. Most important in the cure is the public recognition of the damage caused by inflation in recent years, and the evident determination of public officials to pursue policies that hold down or reduce inflation. The large amount of excess productive capacity in the economy helps to dampen price rises, while on the cost side, the relatively large gains in productivity normal in a recovery period will be acting to offset the effects of large wage increases. In addition, slower price inflation will in itself soften the impact of escalator clauses on wage rates, and may also discourage the type of speculative inventory buildup that contributed to price increases in 1973-74. ☆

Business has a friend in

If you are a businessman, do you have a problem about exporting a product or doing business with the Federal Government? Or if you are a businessman or consumer, is there something about the vast complex of business that you don't understand and want more information about?

If you fall into any of these categories, there is an agency that may be able to help you: Commerce's Office of the Ombudsman.

This small unit has become a clearing center for inquiries of all kinds concerning business. The agency's staff of about two dozen spend their time bird-dogging and answering all kinds of questions ranging from who makes lightning rods to whether bat guano can be used in the manufacture of gunpowder.

The office was set up in 1971 to help businessmen perplexed by the intricacies of dealing with the Federal Government. Previously, it was the Office of the Ombudsman for Business. Now with a larger work load and a growing variety of inquiries, including many from consumers, it is simply the Office of the Ombudsman. It has been reorganized to respond not merely to inquiries but to anticipate problem questions and to try to deal with them.

In 1974, the office received and processed 8,146 inquiries, and another 9,617 in 1975. This year it expects to handle 10,000 or more. Thus far, about one-fourth of the questions have been from consumers. They are in the form of letters, phone calls, and some simply walk-in questions from the street.

Because of the number of inquiries from consumers, the office is setting up a Division of Consumer Affairs with a staff of three who will devote their entire attention to consumer problems.

Creation of this division reflects the emphasis which the Administration has placed on greater service to consumers by all executive agencies. The division will deal with hundreds of consumer groups as well as answer direct inquiries from consumers.

John P. Kearney, director of the Office of the Ombudsman, explains that esclating demands upon the office have resulted in an expansion of activities with no increase in staff. Inquiries are received, he points out, from members of labor unions as well as businessmen and consumers. Likewise, he says, many Members of Congress channel requests for information and help from constituents to the office, and the White House and other executive agencies relay letters and phone inquiries from people seeking information or making requests.

AT THE CLEARING CENTER—John P. Kearney, director of the Office of the Ombudsman (right), explains to Charles Noel, executive director of Suburban Newspapers of America, how to obtain the government information he needs.

The White House, under pressure from more mail than it could handle, recently sent the office 5,000 letters, the overwhelming number of which came from union members urging approval of the International Trade Commission recommendations for quotas on imports of specialty steel.

The most common form of inquiry from businessmen, Kearney explains, is one requesting information on how to do business with the Federal Government, or who in the government would be interested in a certain product. But other questions involve such problems as: how to go about exporting a particular product; are certain foreign firms reliable; what can be done about particular shortages; how to go about getting a government loan; how to go about developing a marketing plan and obtaining statistical information needed for such a plan, and numerous others.

Two divisions have been created to handle inquiries from businessmen: the Business Assistance Division and the Business Relations Division.

The Business Assistance Division is the focal

The Ombudsman's Office

point in the Commerce Department for providing assistance and consultation to the business community, gathering information and providing replies to requests for assistance and information from business and Congress, the White House and other government agencies.

Critical problems affecting individual industries or commodities are spotted from trends in inquiries and action initiated to deal with the problem or to call it to the attention of the responsible government office.

The Business Relations Division is responsible for a two-day communication program with the business community, working directly with businessmen and through the Department District Offices.

The Division prepares "Situation Reports" providing facts, information, and suggestions on a single subject or issue. These reports are kept current, and are sent out in letters by the Business Assistance Division where they are helpful in answering questions. They are also forwarded regularly to a subscription list of about 2,500 persons who have requested them, including businessmen, state ombudsmen, personnel of trade associations and members of the press.

The task of editing and distributing the annual U.S. Industrial Outlook and several other publications prepared regularly by the Bureau of Domestic Commerce is handled by the Division. Likewise, the Division arranges and conducts meetings, seminars, briefings, and other events throughout the country on selected domestic issues, such as productivity measurement, consumer-business relations, and the like.

The Division helped to prepare a recent booklet entitled "Publications for American Business," which lists a large number of periodicals, studies, reports, brochures, and other documents helpful to businessmen interested in domestic commerce, East-West trade, and other facets of international commerce, and tells where they may be obtained. This booklet will be mailed free of charge to interested businessmen.

A number of productivity measurement seminars have been held in different parts of the country to develop ideas for productivity improvement. A central theme of these seminars is how to measure productivity, the point being that until businessmen know how to measure productivity they have no starting point from which to seek improvement.

The consumer relations seminars try to help businessmen find ways to deal with and help consumers. The thrust of the discussion is that in many cases businessmen can be helpful in solving consumer problems, and that this approach is often more direct and effective than legislation or government regulation. In other words, the businessman-consumer relationship can be one of mutual helpfulness rather than an adversary situation requiring government intervention.

Other seminars and meetings conducted by the division have covered crimes against business and solar energy.

In short, the Office of the Ombudsman undertakes to cover the government on behalf of the businessman and the consumer. Its reporting and trouble-shooting job produces results. Here are some examples:

- A dealer in used farm equipment wanted to sell in the foreign market. Before risking an investment in the enterprise, he asked the Office of the Ombudsman for an opinion. The office found the market thin because of the scarcity of repair parts. The result was that the idea was abandoned, and a loss avoided.
- A firm was concerned about revealing trade secrets in handling a defense contract. The ombudsman found the right official who worked out a solution acceptable to the company and the government. The result was that the firm won the contract, and 500 jobs were saved.
- An asbestos miller faced shutdown unless he could meet anti-pollution requirements. The office put the miller in touch with environmental experts. They recommended a new process acceptable to the firm and the government. The result was that an employer remained in business.
- A small buisinessman faced a cash flow crisis because payment on a government supply contract was unduly delayed. The office brought the problem to the attention of the responsible official, who got the paperwork going. The result was that the supplier could accept and fulfill a new contract.
- An independent oil driller made an important find of natural gas, but could not get the wellpipe needed to develop it except at "black market" prices. The office discussed the situation with a major steel mill and the driller got his pipe. The result was that a new supply of natural gas was made available.

The office works in cooperation with the Department's 43 district offices in leading cities throughout the country. The district offices have on hand and distribute much of the material prepared for businessmen and consumers. ☆

Critical problems affecting individual industries or commodities are spotted from trends in inquiries.

Business Ready To Support Public Interest ...Once It's Defined

This article summarizing Secretary of Commerce Elliot L. Richardson's advocacy of business in a society which has increasingly questioned the customary role of the private enterprise system, is based on a recent speech prepared for delivery to the Economic Club of New York.

There is a kind of wrong-thinking abroad in the land that should be set right—the kind that assumes, in large part, that business organizations lack social purpose, that the private pursuit of gain is all there is to business, and that business activities, therefore, are somehow ignoble and less than good.

In the most fundamental sense—fundamental to the very existence of a viable civilization—when we talk of business, we are talking about the creation of wealth, of useful goods that constitute the margin of survival for a society.

Without these goods, without the margin of survival that wealth provides, we are brutes.

No society can exist for long without the means to accumulate wealth. Moreover, the possibilities for human dignity, for the higher levels of organization and information that we call civilization, are wholly contingent on the production of useful goods——contingent on widening the margin of survival from the level of the brute to, ultimately, the level of the philosopher, who, because he is relieved of the necessity of scraping for survival, has the time and the inclination for the pursuit of wisdom, the pursuit of justice, the pursuit of beauty, the pursuit of happiness.

Just look at those societies, those developing nations that are unable to generate wealth on a scale equal to the needs of the people—people who struggle desperately for survival on incomes of less than $200 a year, people for whom the refinements and surpluses of our society are beyond imagination, let alone expectation.

Essentially, they lack the means, they lack the business institutions that can effectively organize human effort, utilize material resources and establish an economic system for the creation of wealth.

That is the elemental difference between developed and developing nations: the ability to create wealth, to create an abundant supply of useful goods. And it is a difference that an affluent, take-it-all-for-granted society cannot afford to overlook.

. . . we in the economic community have allowed our critics to stack the cards against us.

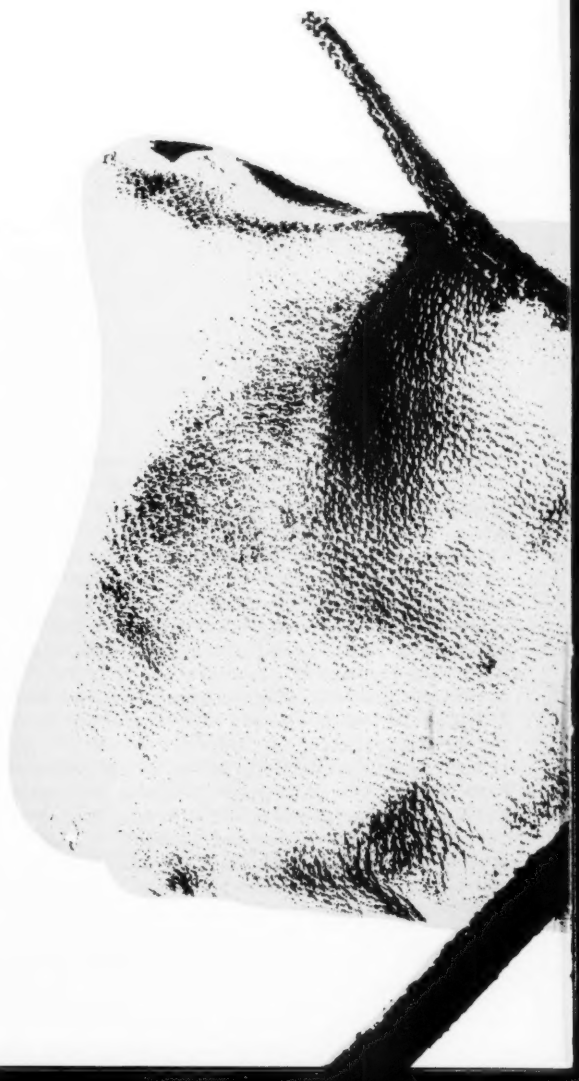
So I advance the proposition, without apology, that the true role of business in our society is the most fundamental of all, bar none.

Which is not to say, of course, that every businessman in search of a sale is acutely aware of this role. No more than the foot soldier in the front lines is acutely aware of the grand design of battle, or the purpose of the war. But he contributes to the victory, just as the businessman fulfills the fundamental public purpose of business.

In short, he does good by participating in the creation of wealth.

Similarly, to effectively manage the creation of wealth on a scale that benefits others far more than themselves, even though they are well compensated, is virtue in the sense that it is acting in accordance with society's common good.

In the same vein, I think I can say that, since



it is the broad mandate of the Commerce Department to foster the economic activity of the United States—to foster the creation of wealth—that no department of government has a more basic, more important role to play.

Fundamental Issue

This misconception about the true role of business goes far beyond the matter of public image or personal feelings. It goes, in fact, to the very heart of the debate about public purposes and to the very root of many of the economic problems this country faces today.

The great debate revolves around the uses of our wealth, and especially the claims of public interest on that wealth. But our society has become so accustomed to having wealth, with our per capita income of almost $6,000, that the debate has become structured in a way that overlooks not only the necessity of creating it, but the limits—the finite limits—of that creation.

In other words, we in the economic community have allowed our critics to stack the cards against us. As a result, we are faced with an impossible number of demands on the public uses of the nation's wealth, demands which, in the aggregate, would critically overload the engine that produces the wealth.

Every proposal, every demand has a legitimate, self-contained public purpose. . . . Protect and enhance the environment. . . . Protect and improve the occupational health and safety of workers. . . . Use energy more efficiently!

But few, if any, of the public interest groups are willing to consider the trade-off involved in actualizing their demands—certainly not in terms of their particular demand, as opposed to other public interest claims or, far less, in terms of the overall wealth-creating capacity of our economy.

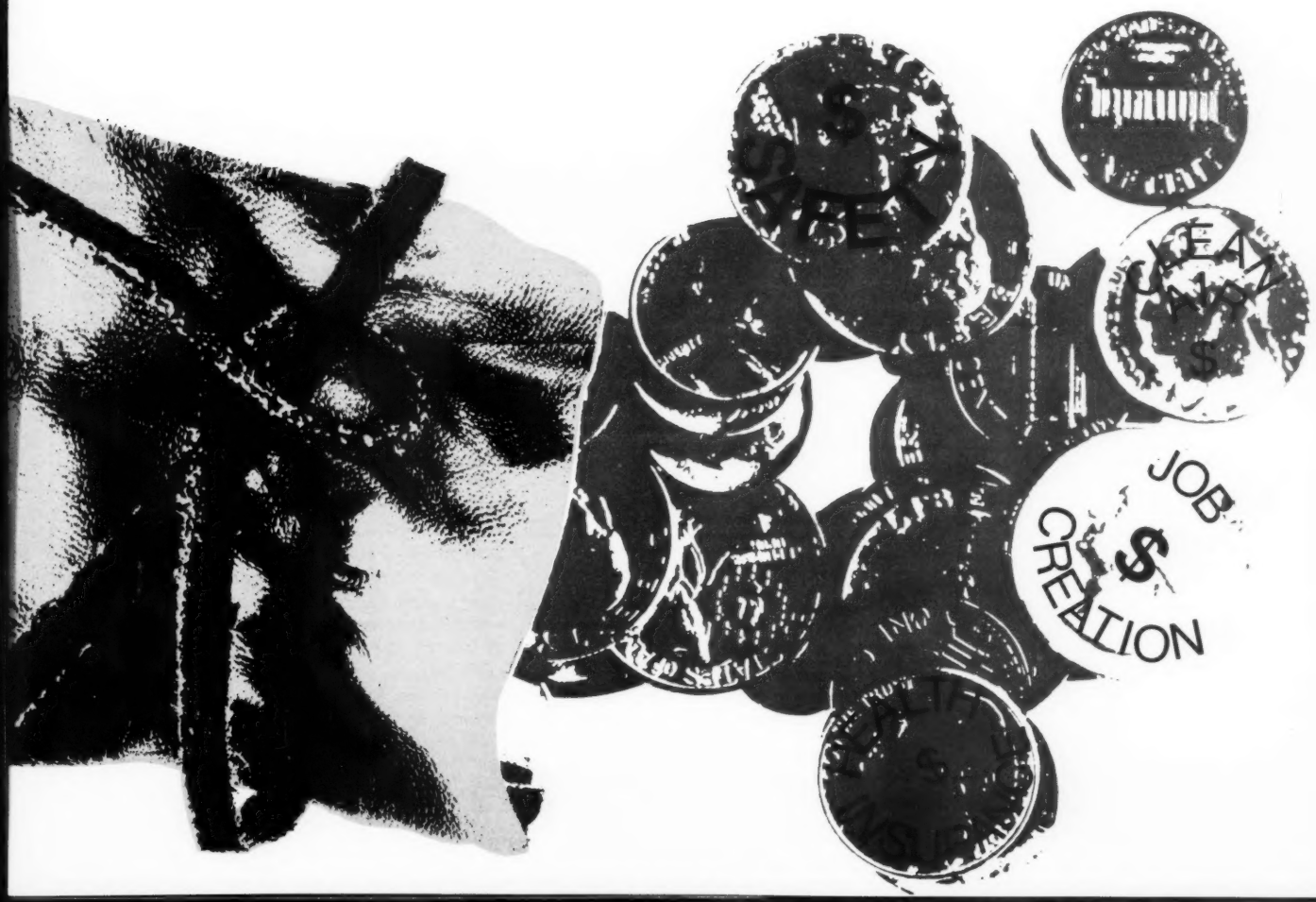
There are limits, and straining those limits impacts on the other public and private purposes we are trying to pursue as a people. It is like a ship on which every passenger and crew member insists on a special piece of cargo, in addition to the food and fuel necessary for the voyage. By the time each has added his special something, the ship is so weighted down it is less than seaworthy and doesn't have enough fuel to make the intended voyage to carry any cargo.

We have to decide, as a people, what we want to carry and where we want to go, and how fast we want to get there.

I think that this country's business organizations are ready to meet and respect the claims of the public interest, but I don't think the public has made up its mind as to what it realistically wants.

I think the public has failed to think through what it wants from its creators of wealth, failed

. . . our business organizations are already carrying out an incredibly wide range of public purpose activities.



. . . we have to make free choices on the use of our wealth, choices that must not be allowed to inhibit the creation of that wealth.

to think through the trade-offs that economic reality imposes.

And I think the free enterprise system, the humanistic free market system that we have in this country, is genuinely working in the long-term public interest. But the public simply hasn't made up its mind as to what that long-term interest is.

How much is it worth, for example, to eliminate the last 5 percent of particulate emissions from industrial stacks? What is that worth in terms of capital that might otherwise be used for the creation of jobs, the improvement of product quality, or the elimination of job hazards.

We not only have to make these choices, but we must allow them to be made, make room for them, by reducing the insistent pressure for immediate action on particular issues.

Both before and after the oil embargo, for instance, there were demands both to produce more oil and gas from known reserves, to produce less to prevent injury to the environment; to lower prices but develop new reserves—again without injury to the environment—which would cost more than lowered prices would allow. And at the some time there were other demands to make gasoline both more efficient, yet reduce the lead content which would make it less efficient.

Meanwhile, our business organizations are already carrying out an incredibly wide range of public purpose activities, both directly and indirectly.

These are only some of them:

First, and most importantly, they are providing the goods and services that maintain and widen our margin of survival—our wealth.

Second, they are constantly improving the quality of those goods and services, thus enhancing both the interests of consumers and the quality of their lives.

Third, they are providing employment and income for our people, with more than two million jobs added since the beginning of this year, and more than 86 million people now gainfully employed.

Fourth, they are making the best possible use of our human and material resources by increasing productivity, by assembling and managing the manpower, the science, the technology and the capital for the production of wealth.

Fifth, they make possible our surplus of wealth, both for the savings that become capital, and the taxes that support our public institutions and public services.

And *sixth,* they make possible the leisure for the pursuit of all the non-material activities of our society, from loafing to research to teaching to literature.

The fact that American business is performing all these vital functions far better, and on a far greater scale, than any other nation's business community is, I think, a magnificent achievement—a magnificent achievement in the public interest.

And it is that achievement—the extent, the scope, the scale of it—that demands to be evaluated whenever other demands are made on our business organizations—demands that must inevitably dilute what is already being accomplished.

I am not calling for a "hands off" approach to the many public problems that must be addressed, that do have a claim on our wealth. But I am calling for reasoned and reasonable choice, for a rational decision-making process that takes close account of economic realities.

What is needed is a legislative mechanism that encourages broad scale public participation in the decision-making process, and at the same time establishes a timetable for action.

I think President Ford has shown the way to do this in his plan for regulatory reform, which he recently sent to the Congress.

Now, every government regulation of business activity originally had a very valid, presumably necessary public purpose. But in the aggregate, they constitute a serious drain on our national wealth. In fact, according to the Office of Management and Budget, the total cost of "unnecessary and wasteful" government regulation amounts to a staggering $130 billion a year, or $2,000 for each American family.

Can it be done for less?

I question whether this is all wasteful spending. But the question must be asked: Can we achieve the same purpose less expensively?

Obviously, some hard choices have to be made, without delay, and made with public participation.

The President's plan has four principal goals:

(1) To encourage broad scale public participation in the decision-making process through public hearings in all parts of the country. This fundamental re-examination of regulatory practices will not only increase public understanding of how the system works, but also how it affects individuals;

(2) To focus attention on the cumulative effect government actions have on individual sectors of the economy, thereby laying the foundation for lasting, common-sense solutions to regulatory problems, as well as highlighting the trade-offs involved in all public restraints on economic activity;

(3) To minimize the costs which government programs impose on taxpayers and the general economy through paperwork requirements, unnecessary program duplication and compliance requirements that multiply the costs of government intervention, and

(4) To require President and Congress to act on concrete reforms according to a specific schedule.

Under this plan, in each of the next four years the President and his advisors will consider a different sector of the economy in all its regulatory aspects, except taxes.

It will also allow us to analyze systematically, and achieve a consensus on, just what the nation's long-term public interests are, and just how much it is willing to spend to achieve them:

—How much it is worth in disposable income to achieve clean air of a given quality in a given period of time.

—How much it is worth in job creation to apply given amounts of capital to job safety.

—How much it is worth in capital formation, with all that implies, to provide given amounts of health insurance under social security, or even national defense.

These are the kind of choices we have to make, free choices and hopefully wise choices, but choices nonetheless—choices on the use of our wealth, but choices that must not be allowed to inhibit the creation of that wealth. ☆

Energy Management Digest

NATURAL GAS SUBSTITUTE . . . Hydrogen could eventually replace natural gas for commercial and residential heating and cooking applications, but changes in pipeline delivery operations and in burner equipment would be needed, according to Dr. Jon B. Pangborn of Chicago's Institute of Gas Technology. Hydrogen is being considered as a possible replacement for natural gas, which now supplies more than one-fourth of the U.S. total energy supply through a pipeline network of nearly one million miles. However, about three times as much hydrogen would have to be pumped through distribution pipelines to provide energy with heating value equivalent to natural gas. An odorant will have to be added—as is done with natural gas today, and an illuminant will be required to make the hydrogen flame visible. Pangborn also says that certain minor modifications to appliance burners will be required, pointing out that similar adjustments were necessary when natural gas was substituted for manufactured gas several decades ago.

PROVOCATIVE DOCUMENT . . . "More than half of the current U.S. energy budget is waste," according to an FEA-supported study by Worldwatch Institute. The 77-page report documents the kinds of energy waste typifying the American lifestyle, and clarifies differences between "curtailment" (giving up the automobile) and conservation (trading a "mile-per-gallon status symbol for a 40-mile-per-gallon commuter vehicle"). Industry can save too. One company discovered that a sidewalk heating system, used to clear winter snow from pathways, had been left on into the summer. Most savings require more sophistication, of course, and the report analyzes such methods. FEA does not necessarily endorse the entire report, but it is a provocative and useful document. Write Worldwatch, 1776 Massachusetts Avenue, NW., Washington, D.C. 20036. $2.

ACADEMIC CONTACT POINT . . . The Energy Resarch and Development Administration has established an Office of University Programs to serve as a focal point within the agency for the academic community. It will coordinate and support programs to encourage energy research and education activities carried out on university campuses or in ERDA laboratories by university faculty and students. In addition, the office will evaluate manpower development trends in energy-related professions and advise educational and professional institutions on the types of curriculum needed to meet projected manpower requirements.

PATENT POLICY . . .ERDA has released a report finding its policy of taking title to inventions made under contract and waiving title in appropriate cases appears flexible and workable. However, ERDA has some doubts as to whether its policy fully utilizes the incentives of the patent system in focusing the nation's effort for energy independence. Based on the ERDA study, compulsory patent licensing, which would require owners of patents related to energy technology to license any qualified party is not recommended at this time. However, the report recommends further study. Other areas identified for further study include possible legislative action to permit universities with proven technology transfercapabilities to obtain title to inventions, and the possibility of granting ERDA authority to make monetary awards to inventors and innovators for their contributions to the solution of energy problems. Copies of the report, titled "The Patent Policies Affecting ERDA's Energy Programs," are available from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

COMPUTER NET . . . A new tool in the nation's fusion nuclear energy research program—a national computer network—is now in operation. Very complex scientific and technological problems must be solved before fusion's high promise as an almost limitless source of energy can be realized, and their solution will require the largest, most powerful computers available. The Controlled Thermonuclear Research (CTR) computer network, centered at the Lawrence Livermore Lab in California, will give scientists all over the country access to a large computer data base and make it possible for laboratories engaged in fusion research to better share their resources.

CAROLINA BOON . . . North Carolina is one of the first states preparing to offer consumers special electricity rates that vary according to the time of day; when demand for electricity from utilities is lower, so is the price. The peakload pricing rate would reduce the need to expand North Carolina's power generating systems, saving an estimated $1.8 billion.

Does U.S. Public Really Want Product Labels?

Commerce will hold three public hearings this month to determine the extent of public support for developing a voluntary labeling program for all consumer products.

The proposed program will be pursued if there is demonstrable support for it as a result of the public hearings and written comments that are being sought from the public.

A notice announcing the program and setting out proposed procedures appeared in the May 25 *Federal Register*.

If undertaken, the program would be developed with the cooperation of—and would benefit—consumers, manufacturers, producers, distributors, retailers, and other interested groups. The performance characteristics of all consumer products would be covered, except those already covered by other federal programs.

Performance characteristics such as durability, capacity and efficiency would be provided in easily comprehensible information on the label. Proposed procedures for the voluntary labeling program are contained in the *Federal Register* notice.

The concept has been endorsed by the present Administration and by three previous Administrations. At least eight European countries, including Norway, West Germany and Switzerland, operate similar voluntary national information labeling programs.

"U.S. consumers today are unable in many cases to make rational and accurate marketplace decisions because of lack of comparative, easily comprehensible information at the point of sale on important product performance characteristics," stated Dr. Betsy Ancker-Johnson, Assistant Secretary of Commerce for Science and Technology.

"This lack of information often results in consumer purchases being made on a trial-and-error basis or on the basis of unsubstantiated performance claims, with consequent financial loss, dissatisfaction, and inconvenience," she added.

The informal public hearings will be held:

June 23, at 10 a.m., Pacific DST, in Los Angeles.

June 29, at 10 a.m., Central DST, in Chicago.

June 30, at 10 a.m., Eastern DST, in the Department of Commerce Auditorium, Main Commerce Building, 14th St. and Constitution Ave., N.W., Washington, D.C.

Locations of the Los Angeles and Chicago hearings were to be announced in the *Federal Register* of June 2.

The Department is seeking comments in the following areas:

- Beneficial or adverse impacts on product cost, quality or availability;
- Product selection criteria and process;
- Information label design;
- Consumer education approaches;
- Benefits to manufacturers;
- Methods of establishing fees to help defray program costs, and
- Monitoring and certification procedures.

Proposals or suggestions in any other areas that might better carry out a voluntary consumer product information labeling program are also welcome.

Persons wishing to testify should notify Dr. Ancker-Johnson, Room 3862, U.S. Department of Commerce, Washington, D.C. 20230. Notice of a desire to testify should be made promptly, and not later than 48 hours before the hearing date.

Written comments should be submitted, in four copies, to the above address on or before July 9.

Two Firms To Help Satellites Monitor U.S. Environment

Two Commerce Department contracts totaling more than $10 million have been awarded companies in Santa Monica and Baltimore to produce data acquisition and processing subsystems for a forthcoming generation of environmental monitoring satellites.

The new series of satellites, known as the TIROS-N series, is being designed to replace existing polar-orbiting satellites, operated by Commerce's National Oceanic and Atmospheric Administration, to provide more accurate data for environmental monitoring and predictions.

One contract, for $5.4 million, was awarded System Development Corp. of Santa Monica for the data processing and services subsystem of the satellite ground system. The other, for $4.8 million, was awarded to Westinghouse Defense and Electronic Systems Center of Baltimore, for the data acquisition and control subsystem portion of the TIROS-N program.

The National Aeronautics and Space Administration will fund the development and launching of the first TIROS-N spacecraft, while NOAA, a Commerce Department agency, will finance subsequent spacecraft and their launches, establish ground facilities, and operate the satellites in orbit.

The new series of satellites and their supporting systems will permit the acquisition of environmental data at a much higher rate than presently possible, calling for a fully digital system.

Additionally, TIROS-N satellites will be capable of more precise atmospheric and oceanographic measurements and broader monitoring of space phenomena having to do with energy distribution in the near-earth space environment.

Both contracts will be funded in stages over several years, and call for the design, building, installation, check out, and initial support of the subsystems in time for the scheduled early 1978 launch of TIROS-N.

Coastal Management Film Stresses Need For Planning

An award winning film discussing current pressures upon the nation's coastal areas and how various states are coping with them has been released by Commerce's National Oceanic and Atmospheric Administration (NOAA).

The 28-minute, 16mm color film *It's Your Coast* illustrates the many human demands made upon the coastal zone, including those by industry, fishing, housing, recreation, and the like; and how these conflict with the requirements of nature.

Prints are available on loan, free of charge, from NOAA Motion Picture Service, It's Your Coast, 12231 Wilkins Ave., Rockville, Md. 20852. Phone 301-443-8411.

Non-Destructive Testing Techniques Reveal Hidden Product Faults

Commerce's National Bureau of Standards has established a new program in non-destructive evaluation (NDE) to assist U.S. industries in improving the reliability of products through standardized measurements of their materials and structures.

Nearly two dozen NBS scientists are taking part in the project, which also involves industry, technical societies and other government agencies.

Nondestructive evaluation is a name used to describe a variety of industrial inspection techniques that can examine materials without destroying or damaging the material. NDE tests are designed to reveal the presence of harmful defects such as cracks, porosity, and similar imperfections.

Detect subtle defects

In addition, NDE methods can detect more subtle defects such as those associated with grain size or orientation, internal stress, compositional variations, cold work and the like, since these variations also may seriously influence the useful life of the component. In each case, the goal of the NDE test must be to identify the possible problem in terms of size and location.

In the near future, the new NBS program will concentrate on the needs for improved measurements and calibration standards and procedures for the six most commonly used NDE test methods in industry — visual-optical, magnetic particle, ultrasonic, penetrant, radiographic and eddy current. NBS work is already under way in five of these areas.

Currently there is significant variability in terms of consistent, quantitative and meaningful data resulting from nondestructive measurement. The NBS program is designed to help bring these methods to a point where measurements can be made in a more meaningful and reliable manner. Ultimately, it is hoped that reproducibility of measurements will be improved and calibrations will have traceability to NBS.

Cooperating groups include the American Society for Testing and Materials, the American Society for Nondestructive Testing, Argonne National Laboratory, the Electric Power Research Institute, the Nuclear Regulatory Commission, the National Institutes of Health, the Air Force Materials Laboratory, the Army Materials and Mechanics Research Center, the National Aeronautics and Space Administration and the U.S. Navy.

Details about the program are available in a free brochure from Harold Berger, Manager, Nondestructive Evaluation Program, Materials Building, B-354, National Bureau of Standards, Washington, D.C. 20234 (301-921-2822).

Non-Destructive Test Methods

Method	Characteristics Detected	Advantages	Limitations	Sample
Ultrasonics	Changes in acoustic impedance caused by cracks, nonbonds, inclusions, or interfaces	Can penetrate thick materials; excellent for crack detection; can be automated	Requires coupling to material either by contact to or immersion in a fluid such as water	Adhesive assemblies for bond integrity
Radiography	Changes in density from voids, inclusions, material variations; placement of internal parts	Can inspect wide range of materials and thicknesses; film provides record of inspection	Radiation safety requires precautions; expensive; detection of cracks can be difficult	Pipeline welds for penetration, inclusions, voids
Visual-Optical	Surface characteristics such as finish, scratches, cracks, or color; strain in transparent materials	Often convenient; can be automated	Can be applied only to surfaces, through surface openings, or to transparent material	Paper for surface finish
Eddy Currents	Changes in electrical conductivity caused by material variations or cracks	Readily automated; moderate cost	Limited to electrically conducting materials; limited penetration depth	Heat exchange tubes for wall thinning and cracks
Liquid Penetrant	Surface openings due to cracks, porosity, seams, or folds	Inexpensive, easy to use, readily portable, sensitive to small surface flaws	Flaw must be open to surface. Not useful on porous materials	Turbine blades for surface cracks or porosity
Magnetic Particles	Leakage magnetic flux caused by surface or near-surface cracks, material or geometry changes	Inexpensive, sensitive both to surface and near-surface flaws	Limited to ferro-magnetic material; surface preparation, demagnetizing may be required	Railroad wheels for cracks

Small Business, Minority Agencies Sign Agreement

The groundwork was laid recently for a propitious partnership when Commerce's Office of Minority Business Enterprise and the Small Business Administration entered into a formal agreement to coordinate their related activities.

The agreement, which was in the form of a memorandum of understanding, calls for the two agencies to develop joint objectives and a comprehensive evaluation system in an effort to strengthen and expand support of minority business activity. This will include a joint review of standards for management and technical assistance staff; a joint evaluation of OMBE's purchasing council program and the SBA minority vendors program; and joint study of success factors of minority firms. Budget officers of both agencies are to coordinate budgetary requests and program plans whenever possible.

An attempt to eliminate duplication of effort will be made through calling for regional and field offices of the two agencies to cooperate in planning their day-to-day program activities.

Grant Helps Keep N.J. Employer Afloat

Secretary of Commerce Elliot Richardson has approved a $13 million grant to the State of New Jersey to establish a revolving loan fund for businesses and industries in areas threatened by plant closings and loss of jobs.

The initial project to be funded by the New Jersey Economic Development Authority with the grant will be a $13 million loan to the Okonite Company Employe Stock Ownership Trust.

The trust will use the loan to help purchase the Okonite Company and assure continued operation of plants at Passaic, Paterson and North Brunswick and offices in Ramsey. The firm produces wire and cable, and employs approximately 1,000 persons at the four locations.

New Jersey officials report a sharp rise in unemployment caused by plant closings and layoffs. They said the state has lacked resources to establish a revolving loan fund to combat economic dislocations.

Commerce's Economic Development Administration approved the grant under an amendment to the Public Works and Economic Development Act that authorizes funds for special economic development and adjustment purposes.

Okonite, which began operations in Paterson in 1878, has experienced problems in recent years because of a series of changes in ownership, state officials said in the application for federal assistance. The company currently is owned by Omega-Alpha, Inc., a corporation in bankruptcy proceedings.

The Okonite Employes Stock Ownership Trust is arranging the financing of an additional $25 million to help carry out the economic adjustment program. It will obtain a $21 million loan from the Okonite Company and an additional $4 million from private financial institutions.

The Okonite Employee Stock Ownership Trust will repay the $13 million loan to the New Jersey Economic Development Authority in 25 years, making only interest payments for the first 30 months.

The New Jersey Economic Development Authority will use the repayments of interest and principal to continue the revolving loan fund to help maintain and create jobs in the state.

Call Issued For Papers On Computer Networks

A call has been issued for papers on computer networks for a November 17 symposium. Abstracts must be received by June 15. The symposium, "Trends and Applications: Computer Networks," will be held at Commerce's National Bureau of Standards in Gaithersburg, Md., which is a cosponsor along with the Institute of Electrical and Electronics Engineers.

Papers should be of a tutorial nature, describing practical results with computer networks and networking systems or presenting new research results. Topics to be covered include: multi-computer networks, value-added networks, terminal-oriented networks, network design techniques, network measurement, network access techniques, economics of networking, management of networks, network applications and future directions for networking.

Three copies of 1,000-word abstracts should be submitted to: Dr. Patrick McGregor, Network Analysis Corp., 9105 Westerholm Way, Vienna, Va. 22180. Notification of acceptance will be sent to authors by July 30. Authors will then be asked to submit camera copy to be printed in the conference proceedings. For further information, contact: Marshall Abrams, NBS, (301-921-2601).

Three Million Visit U.S. In First Quarter 1976

More than 3,000,000 international visitors arrived in the United States during the first three months of the 1976 Bicentennial Year, according to figures released by Commerce's United States Travel Service (USTS). The arrivals reflected an increase of slightly less than one percent compared to the first quarter of 1975.

USTS attributes this leveling off in arrivals, notably from Canada and Mexico, to the fact that the peak Easter vacation travel period fell in April this year, whereas last year it was reflected in March arrivals.

Canadian travel to the United States during the quarter increased 4.9 percent, with arrivals numbering nearly two million. Mexican arrivals during the quarter declined by 24.7 percent.

Arrivals from foreign countries other than Canada and Mexico increased 6.9 percent compared to the first quarter of 1975. Europe was the source of 17.9 percent more arrivals during the quarter. Increases were recorded for the United Kingdom, up 17.5 percent; West Germany, up 9.6 percent; and France, up 32.3 percent.

With the exceptions of Asia and Mexico, travel from all major geographical areas was on the up-swing, with increases ranging from 1.1 percent for South America to 35.2 percent for Africa. Japanese travel declined 14.3 percent during the quarter, suggesting that the effects of economic problems in Japan are still influencing the buying patterns of the Japanese long-haul international travel market.

Industries Shift Pollution Control Emphasis To Water

U.S. industries' pollution control bills are still on the upswing, but, due to inflation, the real costs of such abatement outlays are rising much more slowly. The emphasis of these expenditures is also shifting strongly to combating water pollution.

Nonfarm businesses in the United States spent $6.5 billion for new plant and equipment to reduce air, water and solid waste pollution on 1975, up 17 percent from 1974, according to Commerce's Bureau of Economic Analysis.

The increase accounted for almost 60 percent of the total gain in capital equipment spending by business for the year. Industries plan to increase anti-pollution spending by another 12 percent, or $800 million, in 1976.

The figures are not adjusted for price changes. Capital goods prices rose almost 14 percent in 1975. If prices of pollution abatement goods behaved similarly, then real business capital spending for pollution abatement increased by only about 3 percent in 1975.

Five industries accounted for $4.6 billion, or 70 percent, of total 1975 spending for pollution abatement: electric utilities ($1.7 billion), petroleum ($1.2 billion), chemicals ($0.7 billion), nonferrous metals ($0.5 billion), and paper ($0.5 billion).

Large increases over 1974 spending by petroleum (56 percent) and chemicals (46 percent) explain most of the increase for these industries. The same industries expect to spend another $5.2 billion this year, or 70 percent of the industries' planned 1976 outlays for pollution abatement.

Six industries devoted more than 10 percent of their total plant and equipment spending to air, water, and solid waste pollution abatement: nonferrous metals (24 percent), paper (17 percent), stone-clay glass (14 percent), iron and steel (14 percent), petroleum (12 percent), and chemicals (11 percent). For 1976, iron and steel, nonferrous metals, paper, electric utilities, stone-clay-glass, and chemicals expect pollution abatement spending to total in excess of 10 percent of their planned capital spending.

Major increases in 1976 are planned by textiles (48 percent), electric utilities (45 percent), other transportation (41 percent), iron and steel (36 percent), and mining (36 percent). Most of the increases will concentrate on equipment to combat water pollution.

At the all-industry level, pollution abatement spending in 1975 increased 26 percent for water and 13 percent for air; in 1976, abatement spending is expected to increase 29 percent for water and only 2 percent for air.

Foreign Fishermen Curbed; Deep Ocean Mining Documents Sought

Foreign vessels would be greatly restricted from taking living creatures of the U.S. Continental Shelf under proposed standards and enforcement procedures published by the National Marine Fisheries Service of the National Oceanic and Atmospheric Administration (NOAA). The vessels would be subject to arrest and seizure if they violated the restrictions.

Under the Commerce agency's proposed restrictions, foreign vessels, except as otherwise provided in international agreements, would not be permitted to fish specifically for U.S. Continental Shelf fishery resources, described as creatures which, at the harvestable stage, are immobile or under the seabed or in constant physical contact with the seabed, such as crabs, lobsters, oysters, and sponges.

If the vessels should catch such species incidental to fishing for other species, they would be required to return them to the sea with as little damage as possible.

Foreign vessels also would be prohibited from taking these creatures from areas which the Secretary of Commerce may designate on the basis of data showing that the protected species concentrate in the location. The Secretary is reviewing evidence for establishing such an area of concentration for the American lobster off the New England coast.

This policy was initially put into effect through diplomatic channels in December 1974 by the State Department. The proposed restriction would replace the diplomatic notes. They implement those parts of the Bartlett Act that prohibit foreign vessels from taking fishery resources from the U.S. Continental Shelf.

In a related development, Documentation Associates, a Los Angeles information service firm, has been awarded a $50,000 contract by NOAA to conduct a comprehensive literature search for Commerce's Deep Ocean Mining Environmental Study (DOMES).

DOMES, which is managed by NOAA's Environmental Research Laboratories, is a large-scale effort to assess the environmental effects of mining manganese nodules on the ocean floor. The project centers on an area of the Central Pacific where mining is expected to begin soon. Documentation Associates was awarded the contract by NOAA's Seattle-based Pacific Marine Environmental Laboratory.

The firm will collect and examine all scientific literature relating to the environmental questions posed by DOMES, and will seek information on the DOMES study area and other similar oceanic regions.

In addition to sifting through the usual sources, library indexes and bibliographies, specialized librarians and computerized lists of data and publications, the firm will contact scientists to obtain unpublished information. A final report will summarize findings that answer questions posed by DOMES project managers in the Marine Ecosystem Analysis program office and will list all relevant documents and information sources.

Private Sector's Productivity Gains

Productivity in the private economy increased at a seasonally adjusted annual rate of 4.6 percent in the first quarter of 1976, according to the Bureau of Labor Statistics. The increase reflected a 7.9 percent increase in output and a 3.2 percent rise in hours of all persons employed in the private sector.

In the nonfarm sector of the economy, labor productivity increased 3.3 percent, reflecting a 7.7 percent increase in output and a 4.3 percent rise in hours.

In manufacturing, productivity increased 1.4 percent, as output rose 10.2 percent and hours 8.7 percent.

Hourly compensation (which includes the cost of wages, employer Social Security contributions and other fringe benefits) increased 8.5 percent in the total private economy in the first quarter, the fourth consecutive quarter of acceleration of this measure. The rise in compensation, however, was partially offset by the 4.6 percent rise in productivity so that the increase in unit labor cost was 3.7 percent during the quarter.

In the nonfarm sector, hourly compensation increased 7.8 percent while unit labor cost increased 4.3 percent, reflecting the 3.3 percent increase in productivity.

Figures for productivity and related measures for the fourth quarter of 1975 for nonfinancial corporations are now available. Productivity increased 0.1 percent, as output increased 5.7 percent and hours rose 5.6 percent.

Compensation per hour increased 7.3 percent (the same rate which has prevailed for three consecutive quarters) and unit labor cost rose the same amount. Real compensation per hour increased 0.7 percent in this sector. The increase in unit labor cost was the first rise since the first quarter of 1975, because the strong productivity growth in the second and third quarters more than offset the compensation gains.

Revised annual figures for 1975 show productivity up 3.4 percent, hourly compensation up 10.0 percent, and unit labor cost up 6.3 percent. These changes had previously been reported as 3.9 percent, 10.2 percent and 6.1 percent, respectively, based on preliminary figures. Unit profits rose 28.2 percent, rather than 31.1 percent, as previously reported.

New England Rails Get Renewal Funds

New England's railroads should start running on time in the near future, provided a recent $3.36 million award from the New England Regional Commission has its desired effect.

The funds will help pay for a regional rail rehabilitation program to be undertaken with the technical and financial help of the area's private railroads.

The commission, consisting of a federal representative based in the Department of Commerce and the governors of the six New England states, is one of seven such Federal-State partnerships around the country which stimulate economic development in their areas.

Commerce Secretary Richardson said, "The New England Rail Rehabilitation project is an example of the ability of Regional Commissions to focus resources and priorities in projects and programs of importance to multi-state regions. The Commissions are in a position to provide fresh ideas and program innovations to meet their regions' problems."

The program is the result of the unique working relationship that the Commission has created among the Federal Government, state agencies of transportation and the private railroad systems operating in New England.

Key elements of the program are:

- Commission funds will be used to hire unemployed workers;
- Materials and supervision will be the responsibility of the railroads. Some $4.7 million in materials will be made available;
- Lines selected for improvement have regional impact. The Commission program supplements and expands rail improvement scheduled from federal or private funds;
- The work will upgrade the quality of service by either removing speed, weight, or size restrictions or by making possible new service such as passenger or intermodal operations;
- The lines to be improved are the priority selections of the different states' rail planners and the railroads, and
- The work was due to begin June 1.

This effort will enable the immediate creation of approximately 800 new jobs throughout the region while substantially improving the operations of railroads serving New England's industries by upgrading 240 miles of track.

MINORITY BUSINESS PROMOTED—*Business Achievement Award was presented to small businessman Jude Alsandor (center) of Lafayette, La., at recent banquet of the Interracial Council for Business Opportunity. Participants included (left to right): Sen. Edward Brooke of Mass.; Rawleigh Warner, Jr., pres., Mobil Oil Corp.; Alsandor; Alden McDonald, Jr., president, Liberty Bank & Trust Co., New Orleans; and Malcolm Corrin, ICBO president. More than 1,000 businessmen attended.*

Pioneer Unit Marks 13 Years Of Aiding Minority Business

Major business leaders from 115 corporations recently cosponsored the Thirteenth Annual Dinner of the Interracial Council for Business Opportunity (ICBO) in New York.

Funded by Commerce's Office of Minority Business Enterprise, ICBO was the first nonprofit, voluntary agency to assist minority entrepreneurs in starting, managing and expanding their own business ventures. Created in 1963, it now consists of a national office in New York City and seven local councils in New York City, Newark, St. Louis, Los Angeles, New Orleans, Atlanta and Dallas.

It also has an outreach office in Waco, Texas, and an affiliate, the Chicago Economic Development Corp., operating throughout Illinois.

According to Malcolm L. Corrin, ICBO president, in 1975 ICBO assisted 3,690 clients, provided management training courses for 1,110 individuals, and secured $10 million in financing and $12 million in sales of goods and services.

"Since its inception," Corrin said, "ICBO has obtained $93 million in financial assistance, $40 million in contracts and provided 87,000 man-hours of volunteer consultation expertise for clients."

Keynote speaker at the banquet, which was attended by more than 1,000, was Sen. Edward Brooke of Massachusetts.

Senator Brooke advised minority firms to "be boldly innovative in approaching ventures in new fields." He also told corporate participants in ICBO that they "can do much to alleviate . . . problems for minority firms. Clearly, no one expects a handout from thriving majority firms. Yet, increasingly, larger corporate entities must be encouraged to provide more venture capital opportunities, by creation of Minority Enterprise Small Business Investment Companies, direct investment into minority firms, or joint ventures with minority firms."

ICBO's Business Achievement Award was presented to Jude Alsandor, president of the Continental Catering Service of Lafayette, La., for his "outstanding minority business development and service to other minority businessmen in the New Orleans area." Alsandor's firm provides food service to off-shore drilling rigs in the Gulf of Mexico.

A major corporate award was made to Joseph E. Seagrams & Sons by ICBO for its efforts in the minority business area. Also honored was Arthur A. Fletcher, retiring national cochairman of ICBO and recently appointed Deputy Assistant to the President for Urban Affairs.

Other banquet speakers included Paul A. Johnston, president of Johnston Industries, and Rodman C. Rockefeller, president of International Basic Economy Corporation. Rawleigh Warner, Jr., chairman of Mobil Oil Corporation, was dinner chairman.

Inflation, Exchange Rate Influence Visitors to U.S.

Commerce's United States Travel Service (USTS) has analyzed the effects of inflation and currency exchange rate fluctuations on the cost of travel in the United States for international visitors. The agency's conclusions are that if 1975 prices and exchange rate trends continue this year, and all other factors remain equal, these economic conditions could create an incentive for U.S.-bound travel from such countries as Mexico, Japan, France, Australia and Venezuela, and tend to discourage travelers from West Germany, Switzerland, the Netherlands and Belgium.

According to USTS analysis:

- Travel and purchases in the United States in 1975 were relatively less expensive for visitors from Mexico, Japan, France, Australia and Venezuela.
- Travel and purchases in the United States in 1975 were relatively more expensive for visitors from West Germany, Switzerland, the Netherlands and Belgium.
- Prices for travel and purchases in the United States were relatively unchanged for visitors from the United Kingdom.

USTS calculations took into consideration the effective change in U.S. prices—using such factors as rises in the Consumer Price Index and changes in currency rates in 1975 compared to the previous year—and the domestic inflation rate of each country of origin. USTS analysts added that the effective purchasing power of visitors from other nations can have a major influence on the volume of international visitors to the USA.

Cooperative Chart-Making Benefits World Seafarers

A cooperative venture in international chart-making is helping seafarers the world over.

Publication of the third of five planned international nautical charts of the North Pacific area has been announced by Commerce's National Oceanic and Atmospheric Administration (NOAA).

Prepared by NOAA's National Ocean Survey the chart covers the southern portion of the Bering Sea, including the Aleutian Islands. It is issued as part of a multi-nation program sponsored by the International Hydrographic Organization (IHO), based in Monaco, and shows elevations as well as depths in metric units.

Nations that have agreed to produce and issue international charts are Canada, West Germany, United Kingdom, France, Brazil, Argentina, Chile, Italy, Netherlands, Japan, India, New Zealand, Australia and South Africa. Each IHO member nation is authorized to reprint charts in its own language.

Calendar Of Business Events

June 9-12—Washington—Commercial Development of the Oceans, U.S. Dept. of Commerce & Airlie House, Warrenton, Va. Sponsors: Maritime Admin., NOAA, Dept. of Interior and Energy Research & Development Admin. For information, John Roche, MarAd (202-377-4113).

June 11—Sioux Falls, S.D.—Business Opportunity/Federal Procurement Conference, Ramada Inn. Sponsor: Rep. Larry Pressler. For information, Bart Kull, c/o Rep. Pressler, 317 S. Phillips Ave., Sioux Fals, S.D. 57102 (605-336-2980 x433).

June 13-16—Washington—1976 National Operations & Automation Conference, Washington Hilton Hotel. For information, American Bankers Assn., 1120 Connecticut Ave. NW., Washington, D.C. 20036 (202-467-4000).

June 14-15—Houston—Professional Approach to Marketing Construction Services, Stouffer's Greenway Plaza Hotel. For information, Madeline Graeter, Group Communications, Inc., 6101 Southwest Freeway, Suite 401, Houston, Tex. 77057 (713-664-8818).

June 14-16—New York—Manufacturing Management for Multi-Plant Operations Seminar, Barbizon Plaza Hotel. For information, Heidi Kaplan, N.Y. Management Center, 360 Lexington Ave., New York 10017 (212-953-7672).

June 14-17—Philadelphia — Management of Environmental Protection Programs, Drexel Univ. For information, Director, Continuing Professional Education, Drexel Univ., 32nd & Chestnut Sts., Philadelphia, Pa. 19104 (215-895-2154).

June 16-17 — Houston — Design/Build, Build/Lease and Financing Building Projects, Stouffer's Greenway Plaza Hotel. For information, Group Communications, see address above.

June 16-17—Independence, Ohio—Progress Through Security '76 Seminar, Hospitality Motor Inn — Cleveland South. Sponsor: Cleveland Chapter, American Society for Industrial Security. For information, James D. Reid, Pres., Tri-County Police Inc., 11220 Snowville Rd., Cleveland, Ohio 44141.

June 17—Gaithersburg, Md.—15th Annual Technical Symposium: Directions & Challenges, National Bureau of Standards. Cosponsors: Assn. for Computing Machinery & NBS's Institute for Computer Sciences & Technology. For information, Dr. Robert S. Butler, Technology Bldg. A247, NBS, Washington, D.C. 20234 (301-921-3485).

June 20-23 — Atlantic City — Mid-year China, Glass & Gift Show, Convention Ctr. For information, Irene Weissman, Geo. Little Mgt., Inc., 261 Madison Ave., New York 10016 (212-986-4700).

June 21-25—San Francisco—AMA Management Course, first session, Miyako Hotel. For information, American Management Assn., 135 W. 50th St., New York 10020 (212-586-8100).

June 21-July 2—Chicago—Liquefied Natural Gas Fundamentals Short Course, Illinois Institute of Technology. For information, Kathy Fisher, LNG Fundamentals, Institute of Gas Technology, 3424 S. State St., Chicago 60616 (312-567-3881).

June 22-24—Washington—Employee Motivation Course, Georgetown Univ. For information, Continuing Management Education, Georgetown Univ., Washington, D.C. 20057 (202-625-4353).

June 22-July 22—College Park, Md.—What Managers Do, weekly course, Univ. of Maryland. Cosponsors: Univ. of Md. University College and the American Mgt. Assn. For information, David Butcher or Sally Grieb, 301-454-5237.

June 23—Houston — U.S.-China Trade Conference, Shamrock Hilton Hotel. Cosponsors: Houston World Trade Assn. and National Council for U.S.-China Trade. For information, Houston World Trade Assn., Suite 328, 1520 Texas Ave., Houston 77002 (713-225-0968).

June 25—San Antonio—Business Opportunity/Federal Procurement Conference, San Antonio Convention Ctr. Sponsor: Rep. Henry B. Gonzalez. For information, Carl J. Collins, San Antonio Chamber of Commerce, 602 E. Commerce St., San Antonio 78205 (512-227-8181).

June 25—Houston—Marine/Offshore Industry Outlook Conference, Marriott Motel. For information, Marine Services Assn. of Texas, Suite 990, 3701 Kirby Dr., Houston 77098 (713-522-7871).

June 28-30—San Francisco—Fundamentals of Finance and Accounting For the Non-Financial Executive, Hyatt Hotel/Union Sq. Sponsor: The Wharton School, Univ. of Pa. For information, Heidi Kaplan, New York Mgt. Ctr., 360 Lexington Ave., New York 10017 (212-953-7262).

Be It Ever So Humble, Most Americans Choose To Stay Put

Occupants of the overwhelming majority of the housing units in the nation feel that, despite many undesirable conditions, home after all is home, and they will take the bad with the good.

A report recently released jointly by Commerce's Bureau of the Census and the Department of Housing and Urban Development (HUD) shows that 77 percent of the 70,831,000 households in the U.S. say they are beset by undesirable conditions, but only 3 percent want to move.

In giving an overall opinion of their neighborhoods, nearly 82 percent rated them as either excellent or good, and 18 percent as fair or poor. The findings were based on the Census's 1974 Annual Housing Survey.

In listing undesirable conditions, 49 percent named noise, 31 percent heavy traffic, and 21 percent street lighting. Odors were mentioned by 10 percent, streets in need of repair, 19 percent and crime, 17 percent.

Pattern similar in cities

Dwellers in the central cities followed a similar pattern, but with definite variations. More than 78 percent of the 22,556,000 households in the central cities pointed to one or more undesirable conditions, but fewer than 5 percent want to move.

As for an overall opinion of their neighborhoods, 72 percent of central city householders rated them as excellent or good, and the remainder as fair or poor.

Of the 7,275,000 black households in the nation, 80 percent reported undesirable conditions, but only 7 percent said they would like to move.

More than 58 percent of these households gave their neighborhoods a rating of excellent or good, and 42 percent as only fair or poor.

Of the 2,844,000 Spanish-speaking households in the country, 77 percent reported undesirable conditions, and a little less than 5 percent wanted to move. Nearly 70 percent of these households rated their neighborhoods as excellent or good, and about 30 percent as only fair or poor.

Other findings in the report included the following for all households: public transportation inadequate, 41 percent; shopping facilities unsatisfactory, 14 percent; breakdown in heating equipment during the previous winter, 7 percent; leaky roofs, 7 percent; basements with signs of water leakage, 25 percent; garbage collection service lacking, 16 percent; and units with broken plaster or peeling paint, 4 percent.

International Commerce Report

Talks Aid Commerce Ties Between U.S. And Korea

U.S. Secretary of Commerce Elliot L. Richardson and Korean Minister of Commerce and Industry Yie Joon Chang agreed that their "frank and cordial exchange of views" had served to strengthen commercial relationships between the two countries as they wound up the Seventh U.S.-Korean Commerce Ministers meeting in Seoul last month.

Secretary Richardson then visited Japan where he discussed with Japanese Government officials such subjects as energy, science and technology, raw materials, and issues affecting developed and developing nations.

The Seoul conference highlighted various bilateral trade and investment topics of particular interest to each side. Regarding one issue—Korea's import quotas on foreign motion pictures—the conference joint communique noted that the Korean Government would "give favorable consideration" to Secretary Richardson's request for increased access for American films . . . "with a view to doubling the imports of motion pictures from the United States by 1977 over the 1975 level. . . ."

Richardson also raised the questions of copyright protection in Korea, patent and trademark protection, and improved conditions for the operations of U.S. insurance companies, stressing that "these issues unnecessarily detract from an otherwise favorable and attractive environment." Chang indicated that he would refer these matters to the appropriate authorities "and would request that they take actions to deal with them."

On the Korean side, Chang emphasized the importance for Korea of the U.S. Fishery Conservation and Management Act of 1976. Richardson responded that the United States would make "every possible effort" to resolve the difficulties which the legislation presents for Korea. Chang also observed that differential ocean freight surcharges on shipments between Inchon and U.S. ports "are no longer justified" in view of the improvement of the Inchon port facilities. Richardson indicated that this issue is currently being reviewed by the Federal Maritime Commission.

As for U.S. import restraint actions, the joint communique noted the Korean Government's "admiration" for President Ford's recent action in rejecting import restraints on products of particular interest to Korea in favor of adjustment assistance for U.S. industry, but added that some other commodities such as textiles are still subject to import limitations.

For its part, the U.S. side noted that while the Korean market is generally receptive, U.S. exporters find that "the complexity of Korea's import system presents a number of difficult problems." Chang assured Richardson that Korea is committed to the principles of trade liberalization and "is taking steps in that direction to the extent that its balance of payments position permits." The Minister also indicated Korea's agreement to consult with the United States in Geneva regarding the tropical products segment of the Multilateral Trade Negotiations.

Richardson cited the sharp increase in Korean Government approvals last year as a reflection of the generally favorable foreign investment climate in Korea. He pointed out, however, that it would be desirable for the Korean Government to relax the administrative criteria which it applies toward licensing agreements, since the licensing of foreign technology also has an important role to play in Korea's ongoing developmental efforts.

UNCTAD Delegates Stay Overtime To Reach Commodity Compromise

After a month of debate and negotiations, delegates stayed overtime in Nairobi, Kenya, to wind up the fourth United Nations Conference on Trade and Development May 31. Principal upshots of the meeting were:

- Agreement on a compromise proposal concerning the regulation of international commodity markets.
- Rejection of the United States proposal for an International Resource Bank, designed to increase private investment in the resources of the developing nations.
- Adoption of a three-point program concerning developing nations' debt problems in which broad international guidelines will be negotiated and applied on a case-by-case basis.
- Recommendation that a special intergovernmental group of experts be convened to study the debt problem.
- Plans to expand developing countries exports and to increase their access to developed country markets.

The major issues that shaped the conference—popularly called UNCTAD IV—were the proposals contained in the Manila Declaration and Program of Action, which embodies the common position of the developing nations, and the initiatives put forward by U.S. Secretary of State Henry A. Kissinger in his May 6 address to the conference.

The compromise resolution on international commodity markets calls for a conference to discuss a common fund to finance commodity buffer stocks that would regulate the prices of key developing country commodity exports. The Secretary general of UNCTAD is to convene a negotiating conference open to all members of UNCTAD on a common fund no later than March 1977.

The resolution did not actually establish a common fund and noted that there are differences of view as to the objectives and procedures of a common fund. In addition it stopped short of endorsing the LDCs' demand for the indexation of the prices of their exports to the prices of developed country manufactured exports. It spoke instead of the need to avoid excessive price fluctuations and to take account of global inflation and changes in the world economic and monetary situations.

While the major U.S. proposal, the International Resource Bank, was not adopted by the Conference, this initiative,

as well as the other proposals contained in Secretary Kissinger's speech, were largely responsible for establishing a generally constructive atmosphere at the beginning of the meeting and turning it from a potentially confrontational course. The greater degree of flexibility thus introduced into this phase of the ongoing North/South dialogue promoted cooperation and negotiation at UNCTAD IV.

In line with the importance attached to improving relations with the developing countries, the U.S. intends to continue its active participation in other international forums, such as the Conference on International Economic Cooperation and the Geneva Multilateral Trade Negotiations, both currently working on the crucial economic issues of interest to the developed and developing nations.

Multilateral Trade Negotiations

This article is another in a series of progress reports on the multilateral trade negotiations, prepared by the Commerce Department Office of Int'l Trade Policy.

WASHINGTON

The Industry Policy Advisory Committee (IPAC) will meet again on June 16. In addition to a review and consultation on many MTN issues, the Committee will receive an MTN Status Report from Ambassador Walker, Chief of the U.S. MTN Delegation.

A round of Industry Sector Advisory Committee (ISAC) meetings is being held this month. The members are being briefed on Quantitative Restrictions, GATT Reform, and Government Purchasing during plenary sessions. Background papers on GATT Reform and Government Purchasing had been provided for the members prior to the meetings. Following the plenary session individual committees will meet and the members will discuss and be consulted on the issues presented during the plenary session as well as those issues on which the government made presentations at the plenary meeting in April. In addition, the committees will continue further fine-tuning of their advisory reports (ISARs).

The plenary ISAC meeting May 27 discussed in depth the draft Standards Code. Four product-oriented subgroups of ISAC 5 (Industrial Chemicals and Fertilizers) met in May to review and revise sections of the ISAR pertaining to their products. ISAC 2 (Textiles and Apparel) met May 19 to review and discuss a variety of MTN issues. The Steering Group of ISAC 27 (Retailing) met May 25 and reviewed the draft of their ISAR. They also laid groundwork for the June committee meeting at which time the draft ISAR will be presented to the full membership.

GENEVA

At the fourth meeting of the **MTN Safeguards Group** May 4 the United States announced that, subject to completion of domestic advisory procedures, it would present a comprehensive proposal in July for revision of the multilateral safeguard system based on Article XIX of the GATT.

The analytical phase of the Group's work is now ended. This has dealt primarily with deficiences of Article XIX, the importance of restricting recourse to other import relief measures which countries use in lieu of Article XIX, and possible elements of a revised system. The discussion identified several safeguard approaches being used in lieu of Article XIX, including unbound tariffs. permanent import protection through renegotiation of previous concessions, inter-industry restraint arrangements, and miscellaneous measures either outside GATT or illegal under GATT articles, including residual quantitative restrictions, voluntary restraint agreements, variable levies and minimum import prices.

Starting with the July meeting, the group will enter the second phase of its work by focusing on specific proposals for a new international safeguard mechanism. At this time, the U.S. is the only major developed country to announce its intention to submit a proposal.

The parent **Group on Nontariff Measures** met April 27-29 to review progress of its four subgroups and to consider the need for additional subgroups and/or procedures to facilitate negotiation of nontariff barriers to trade during the course of the Multilateral Trade Negotiations. The parent group took several important actions, among them agreement to establish a new subgroup on government procurement. At its next meeting scheduled for July 20, the parent group will set terms of reference for the government procurement subgroup, appoint a chairman and set a first meeting date.

The parent group also agreed in principle to establish a procedure for notification of nontariff measures not being dealt with multilaterally. Details of the notification procedure, which will cover such measures as state trading and specific charges on imports, will be discussed and clarified at the July meeting. The procedure will be open-ended and is designed to identify specific significant trade barriers not dealt with in the various subgroups. The United States emphasized, and other countries agreed, that the procedure should not foreclose the possibility of multilateral solutions.

Other subjects discussed at the parent group meeting but not resolved were an LDC proposal to set up a new subgroup on anti-dumping; the link between tariff and nontariff negotiations in the MTN; and the possibility of setting up a GATT file, by country, containing both tariff rate and nontariff mesaure information. The United States urged that bilateral consultations being conducted by the subgroup on quantitative restrictions and import licensing proceed more rapidly and that written consulation reports be submitted to the GATT Secretariat. The following subgroup dates were set: customs matters, July 5; quantitative restrictions, July 12; and subsidies/countervailing duties, July 12.

The **NTM Subgroup on Technical Barriers to Trade** held its fourth meeting May 17-21, mainly discussing definitions to be used in the draft standards code. Though progress was made on developing a consensus on the substance of the definitions, disagreement remains concerning precise wording and presentation. Several new proposals for amendment of the text of the draft code were presented.

The major development of this meeting was the agreement by the subgroup to have the Agricultural Group and Tropical Products Group review without delay the applicability of the code to health and sanitary regulations concerning agricultural products. The subgroup will continue its own work in tandem with the agricultural review, meeting again in the mid-fall.

The **GATT Committee on Anti-Dumping Practices** met March 29-31 to review the GATT Secretariat's analytical inventory of all problems and issues raised by signatories to the GATT Anti-Dumping Code. It had been hoped that a final compendium of important outstanding issues, based on the inventory, could be completed at this meeting. It was likely that some members would propose such a final document as a basis for talks on possible revisions of the code. However, when it became clear that the draft was too lengthy and unwieldy for such use, the Secretariat was asked to simplify it for the next committee meeting.

Broadcasting Equipment Now Enters Ecuador Duty-Free

The Government of Ecuador has lifted all import duties, including the 30 percent surcharge, on broadcasting equipment imported by end-users, the Ecuadorean Official Register, Vol. 50, March 23, has announced. The duty-free status applies only to equipment not produced in Ecuador, which essentially is all equipment.

OVERFLOW EXHIBITION—*Even Trade Center lobby was used for display area at printing equipment show, Stockholm. Left to right: Rolf Osterberg, Swedish daily,* Dagens Nyheter; *Richard Johnson, U.S. Embassy; Leif Forsberg, Swedish Ass'n of Office & Data Equipment Suppliers; Joseph Dixler, Henry Hope X-Ray Products.*

U.S. Printing Equipment Exhibitors In Stockholm See Healthy Market

U.S. technological leadership in equipment for printing and graphic arts, and prices that are competitive in Scandinavia, speak strongly for a continuing healthy market for U.S. exports. The advent of automatic offset copying machines may alter the market situation further in favor of U.S. products.

These opinions were expressed during a recent exhibition of U.S. printing and graphic arts equipment at the Stockholm U.S. Trade Center, where Scandinavians showed that their interests closely parallel those of the U.S. industry.

The most salable equipment included photocompositors, matrix printers and plotters, phototypsetters, resin-coated paper processors, headline typesetters, line printers, editing terminals, process cameras, transfer processors, film processors, and headline-setting graphics. Good potential was observed also for automatic binding equipment, quick-offset presses, chemical circulators, hot stamping foils, and aluminum plate photographic reproductions.

A jammed house that greeted a panel of Swedish printing experts on opening afternoon kicked off the exhibition, which drew a group from Norway and several groups from Finland. Exhibitor Frank Van Fossen, Henry Hope X-Ray Products Inc., was there for his first try at the Scandinavian printing market. Van Fossen commented: "There was good response to our RC processor. I think the show should be held every year. We would be back." Stewart B. Smith, Mohr Enterprises, said: "New products were very well received. We were able to gain acceptance in the Finnish market, by the end users who visited the show, for our Mohr flow circulator which had not been accepted by our dealers in previous tries."

The Scandinavian market for U.S. printing and graphic arts equipment is about $30 million annually, a 22 percent share of the import market. The 33 exhibitors at the Trade Center event took orders for about $330,000 worth of equipment, and expect follow-ups to result in additional sales approaching $8.4 million.

Underground Storage Focus Of 1977 Stockholm Event

U.S. firms and organizations are invited to submit papers for a symposium and participate in an exhibition on underground storage in rock, ROCKSTORE 77, to be held in Stockholm Sept. 5-8, 1977. Sponsors are the International Society for Rock Mechanics, the International Association of Engineering Geology, the International Tunnelling Association and the Royal Swedish Academy of Engineering Sciences.

Cavern storage of various products has a significant potential for reducing energy costs and protecting the environment, according to the sponsors, but the concept has not as yet received wide application. For additional information, write: ROCKSTORE 77, Secretariat, Strandvagen 7C, S-114 56 Stockholm, Sweden; telephone, 08-63-04-45; telex, S-11556.

Big Equipment, Small Office Machines Sell Well At Cairo Fair

An Arabic script electric typewriter with a memory device was a highlight of U.S. participation at this spring's Cairo International Fair. The IBM machine, at its initial showing in the Middle East, drew such keen interest that competition for its purchase reportedly developed among the Egyptian Government Ministers who witnessed the demonstration.

Heavy machinery and construction equipment accounted for a large proportion of U.S. sales, that totaled more than $4 million. Middle East buyers also showed strong interest in office machines, as indicated above, and copiers. Textile machinery was prominently and successfully displayed by competitors. Small tool producers achieved nominal sales but were able to establish new contacts both in Egypt and other Arab markets.

The ninth annual Cairo fair—second for U.S. participation—has become one of the major commercial exhibitions in the Arab world. Four days were reserved for business visitors, but exhibitors found that substantial contacts were made even on non-business days and with non-Egyptians. Thirty-eight national pavilions and separate exhibits of 135 companies were on display.

The 20 companies in the U.S. exhibition estimate sales in the next 12 months as a result of their participation at about $10 million.

TOOL FOR EACH TASK—*At Cairo Int'l Fair, Ingersoll-Rand representative (right) demonstrates a product line for visitors.*

Dear Sam: 'Iran Still Has Plenty Of Action'

The U.S. Commercial Attache in Tehran, David E. Westley, owes the readers of this magazine an article on the trade outlook in Iran at this time. With various deadlines pressing him, he has submitted instead a "Dear Sam" letter by a visiting American businessman that, he contends, fell into his hands. The editorial staff is entirely willing to go along with this ploy.

Dear Sam:

This is in answer to your telex asking when you can expect the report on the outlook for doing business in Iran. I have talked to as many sources as I could (and if you ever come here don't try to schedule more than two appointments on any one day in this city—it won't work) and each seemed to have a different set of answers or point of view, all based on high level, inside information.

After sorting through my notes and raising my moistened finger to the prevailing wind, it is my considered opinion that: 1) Iran, contrary to some gloom-and-doom reports, offers very substantial opportunities to American exporters; 2) in contrast to the situation 12-15 months ago when Charlie was here, the prospects for new major projects are not bright at this time; and 3) the current climate for manufacturing (as opposed to service-oriented) joint ventures in Iran appears to be tinged with pessimism and doubts.

I have managed to obtain some figures on Iran's total nonmilitary imports for the Iranian year which ended on March 20. These figures show total nonmilitary imports amounting to $12.4 billion. This is close to a 90 percent change from the $6.6 billion rung up a year earlier, which in turn was 77 percent higher than 1973-74's figure of $3.8 billion. (Our business should do so well!) No wonder their ports have been clogged.

I haven't yet found figures showing how much of the above came from the United States, but a nine-month breakdown shows us as Iran's leading supplier with 19.3 percent of the market. The U.S. is followed by Germany with 17.5 percent, Japan with 16.6 percent, and the U.K. with 8.7 percent. Remember, these are for nonmilitary purchases.

I know that Joe Scoggins at those Foreign Traders Club meetings keeps saying that the French get all the business out here but the figures I see show only a 4.2 percent market share. Maybe this will go up when they start building the Tehran subway but this could take some time to show up in the statistics. The old timers in the Hilton Coffee Shop tell me that this subway thing has been in the wind since well before there was a Hilton, and that's quite a few years.

The largest single bloc of imports from the United States consists of agricultural products—such commodities as wheat, rice, and oils—for which, believe it or not, Iran is one of our biggest markets. The government is giving more and more attention to the production of foodstuffs, and other agricultural items, a development which in turn means a greater demand for the supplies, equipment, and knowhow needed to do the job. If they are successful this could help cut back on a costly food subsidy import program, but so far progress has been slow.

Sales opportunities

Aside from the agricultural area, it looks like the major opportunities for American suppliers cover a broad range of machinery, equipment, and materials needed for economic and social development. Oil, of course, is the biggest industry here and oil field equipment and goods and services supporting the further development of the petrochemical industry look large; however, this country is developing all kinds of new industries and social services and every one of them needs foreign equipment, supplies, and expertise to build, renovate or support them. Copper, steel, automotive, communications, electronics, textiles and building and construction are just a few. Medical equipment is another good prospect.

Sam, I was pleasantly surprised in talking with a number of Iranian businessmen to hear them say that they consider the U.S. No. 1 for high technology equipment and servicing, that they prefer to buy American if prices are competitive, and—and this is a big "and", if someone bothers to contact them. I was also surprised to learn how many had gone to school in the States, had children who had graduated from Utah, Arizona, California, and even the Harvard B School, or whose kids are now in school in the U.S. Obviously there's a connection between these two things!

As far as consumer items are concerned, the demand is here for just about everything that America has to sell. Unfortunately, some of the best sellers elsewhere, blue jeans for example, either are not importable or carry very high import taxes. Incidentally, however, although ready-made clothing imports are not allowed, there is a lot of interest in establishing a modern, ready-to-wear clothing industry along U.S. lines. A lot of importers were also hoping, with some basis, that canned fruits and vegetables would be allowed in when the new import policy was announced but apparently the proposal was vetoed at the last moment. Only canned fish was liberalized.

As far as the magnitude of opportunity

IRRIGATING SOUTHWEST IRAN—*The area of Khuzestan, once highly productive but depleted by centuries of improper farming techniques, gets one of many pumping stations on new irrigation canals. Priority projects are moving forward. (World Bank)*

is concerned, my crystal ball tells me that Iranian imports next year should be at least as great as in the one which just passed. This is not to say that things are as they were. For example, when Charlie was out this way a year and a half ago everyone was talking major projects. They are still talking major projects but what they are saying mostly is that an awful lot of big projects have been deferred or stretched out. In fact, many which were being actively discussed last year and included in budget submissions for this year have been cut. Of course, many that were under way will be carried forward, resulting in additional subcontracts and equipment orders. Even some on-again-off-again projects have proved to be alive and kicking including at least one large road project—Qom to Bandar Shahpur—ticketed at $500 million that a U.S.-French group has been awarded, subject to financing.

By and large, though, it seems apparent that government officials are not interested about, or able to discuss, big new projects. Stories about new projects appear in the press as regularly as clockwork, but they all evaporate on investigation. What does come out, however, is that it has been decreed that such projects all will carry with them the need for financing external costs, either through such foreign governmental agencies as the U.S. Export-Import Bank or via supplier credits. In addition, the pendulum has now swung back against the turnkey project proposal, so turnkey no longer is the magic word that it was a year or so ago.

What happened, you ask? At least this is one question to which most people have the same answers. Iran simply tried to go too far too fast in the development program. Not only was it hit by international inflationary forces that jacked up the prices of most of the goods and services needed, but oil income fell somewhat below anticipated levels. This two-way squeeze was further complicated by massive port congestion problems caused, not unnaturally, by the quantum jump in imports, and an inadequate internal distribution system that resulted not only in slowdowns in deliveries but huge demurrage bills. On top of this is an across-the-board shortage of skilled personnel ranging from nuclear physicists to truckdrivers. (In fact, the only people there is no shortage of are those with inside information on big deals—there are no little ones). There then developed a real cash flow problem that evidenced itself, in part, in a slowdown or cut off in payments to contractors and others to whom the government owed money. I've heard stories that as much as $2 billion was outstanding a few months ago, but that has now been whittled down.

Added to the above was a rate of inflation that the government deemed unacceptable, even though it probably was not unusual given the amount of spending that had been taking place. To fight inflation the government cut its spending, began to reassess project priorities, and imposed stringent budgetary discipline on its agencies. Bang! there went a lot of dams, roads, power projects, etc.

The government also set in motion a strict (some people were jailed) price control campaign that rolled prices back, and imposed arbitrary profit markups on most goods and services ranging from imported machinery to the price of hotel rooms and that of the so-called national dish—Chelo Kebab. This program had some discernible successes and was generally popular with consumers, but it also resulted in dampening business activity, including imports. The controls continue but the situation seems to have stabilized somewhat to the extent that businessmen have learned to live with it.

The government's "war on corruption" continues. Past major contracts are being audited and new ones are subject to high level oversight and review. A consequence has been official reluctance to settle quickly outstanding claims of any magnitude or move new large contracts.

Early in this letter I think I mentioned that the investment picture is not completely rosy. There are still some optimists here and I have not yet met any businessmen involved in manufacturing joint ventures who have disinvested; however, this is not a free and easy business climate in which to operate. Problems such as price controls, limitations on foreign equity holdings, the required (for certain industrial ventures) divestiture of 49 percent of share holdings in favor of the workers, payment problems, and, above all, the feeling that arbitrary policy decisions can occur without advance warning have all slowed the movement of both foreign and local venture capital into manufacturing enterprises. Things here have a way of sorting themselves out in time, but at present it is obvious that many are singing the blues.

Sam, in closing let me restate my personal view that this place holds a lot of promise for American suppliers. Let's face it—$20 billion a year buys a lot of widgets and widgets we've got, along with a lot of other things, for sale. But—and this is a big but—our boys are going to have to fight for the business with what used to be referred to as "stick-to-itiveness" and lots of PATIENCE. They will probably need a good agent (Never mind those scare stories about no agents unless they are selling to the military in which case agents are verboten) and for big ticket deals they may very well have to include some type of financing.

East German Economic Plan Points To Trading Priorities

The economy of the German Democratic Republic attracted a great deal of attention at the recently concluded Ninth SED Party Congress in Berlin. Among those items approved at the Congress was the 1967-1980 Five-Year Plan which establishes target growth rates for investment, industrial production, and agricultural output, and sets guidelines for all other aspects of the national economy over the next five years.

While the Five-Year Plan lacks the precise production figures often expected by Western businessmen, it is nevertheless an important reference for ascertaining those priority areas in the GDR economy which could offer significant trade opportunities.

Three general themes run through the Five-Year Plan. They are 1) a more efficient utilization of energy and raw materials, 2) an improvement in labor productivity, and 3) a major improvement in the export potential of the GDR. All three themes are interrelated and reflect the GDR game plan for improving its overall economic performance.

The more efficient use of energy and raw materials has become crucial to the GDR in light of the higher prices that it must pay for raw material imports from the Soviet Union, particularly for petroleum, natural gas, hard coal and iron ore. In order to pay these higher prices, the GDR will have to earmark a greater share of both its industrial and consumer goods to the USSR and thus limit the extent of future trade expansion with the industrialized West.

In an attempt to counter this problem, the GDR is increasing investments in energy production and transmission facilities. The new Five-Year Plan projects that by 1980 the GDR will produce some 104 to 109 billion kilowatt hours of electrical energy, compared to a level of 85.5 billion kilowatt hours in 1975. With regard to nuclear energy, the plan calls for the share of nuclear energy output in total power production to increase from the 17 percent reached in 1971-1975 to 27 percent in 1976-1980. A key to the improvement in energy output by 1980 will be the completion of the investment projects planned for the Hagenwerder and Boxberg brown coal power plants, the Bruno Leuschner nuclear power plant and the Markersbach plant.

Similarly, the GDR is calling for the increased utilization of domestic natural

AT LEIPZIG FAIR—*The first official U.S. exhibition at the semi-annual Leipzig International Fair this spring found 25 U.S. firms in the industrial process controls, testing and lab instruments field, most of them new-to-market, agreeing that they made excellent trade contacts with trade officials from the German Democratic Republic and other Eastern European nations. Equipment to increase industrial productivity was of high interest as the firms made $300,000 in floor sales and expect $4 million more. About 50 U.S. firms exhibited elsewhere at the fair. Fair medals went to Orion Research's Kurt Mareng (rear center in left photo) and Karl Lambrecht, Jr., of Karl Lambrecht Corp. (center front, right photo).*

resources and the recycling of waste products. The planned goal of increasing the proportion of domestic raw materials in production will necessitate a substantial expansion of the extractive capacities of the GDR. Specifically, the plan projects that by 1980 the domestic economy will furnish 250 to 254 million tons of lignite coal, another 45 to 47 million tons of lignite briquettes, 7.8 to 8.2 billion cubic meters of natural gas, and 5.8 to 6.0 billion cubic meters of town gas.

A stable raw material supply is especially important to the GDR chemical/petrochemical industry, one of the sectors marked for particular expansion in the Five-Year Plan. The production of plastics is to be increased to 910-930 kilotons by 1980, primarily through increased production of high- and low-pressure polyethylene and polyurethanes. The manufacture of synthetic fiber materials is to be raised from 113 kilotons in 1975 to 135-140 in 1980, mainly through optimization of existing capacities of the Premnitz and Guben Synthetic Fiber Works.

The production of chemical fertilizers is also singled out for particular emphasis in the plan. The production of nitrogen is to be raised from 557 kilotons to 910-925 kilotons by 1980 at the Pieteritz Fertilizer Combine, while phosphate production is to be increased from 461 kilotons to 510 kilotons.

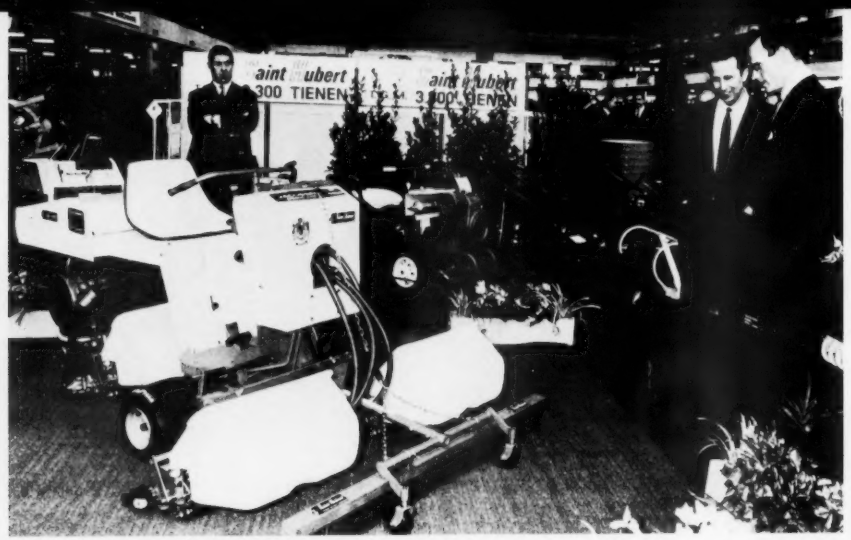
To assure the supply of raw materials to the chemical industry, as well as motor fuels and lubricants to the national economy in general, refinery capacity is to increase from 17 million tons to between 22.5 and 23 million tons by 1980. Of particular mention in the plan is the planned expansion of the ethylene facility at Boehlen. All this will require further technological advances in the field of oil refining and petrochemical processing and consequently should provide significant trade opportunities for American business.

In addition to the problems caused by higher raw material prices, the GDR is also suffering from the problems associated with a declining birth rate. To solve its labor shortage the GDR is presently employing foreign labor on its farms and in its factories, but economists in the country realize this is only a short-term solution. A more permanent solution, as recognized in the plan, is to increase industrial productivity through the increased utilization of labor-saving processes and technology. Indeed, the plan states that the utilization of scientific-technological advances must account for 60-70 percent of the planned increase in productivity and a savings of between 220 and 280 million working hours annually in industry and construction.

It is not surprising, therefore, that the new plan emphasizes the rapid development and installation of products embodying advanced scientific-technological parameters, such as communication equipment, automation equipment, scientific apparatus, medical and laboratory equipment, and measuring and weighing appliances. The plan also calls for the introduction of the most advanced processes and methods of automation. For example the metal processing industry stresses development in continuous casting techniques, aluminum die casting, extrusion molding, cross rolling, powder metallurgy, and new separation procedures. As a result of the development of such technology and processes, the GDR hopes to increase industrial goods production by 36 to 38 percent and industrial productivity by 30 to 32 percent during the period 1976-1980.

With the recession in the West and the sharp increase in raw material prices, the GDR has witnessed a marked deterioration in its trade balance. As a result, the GDR has become a major borrower in the world money markets and has accrued a debt estimated in the neighborhood of $4 billion. Once again the GDR will seek a solution to this particular problem through introduction of advanced equipment and technology in order to make the cost and quality of GDR goods competitive in the West. In this connection, the plan recognizes the need for GDR enterprises to meet international requirements with respect to sales organization, service facilities and spare parts.

The Five-Year Plan emphasizes the necessity of developing long-term stable export lines with respect not only to equipment and components, but also complete plants. Here again, U.S. companies may find it to their advantage to concentrate selling efforts on new methods and machinery which can increase productivity levels. Those items marked for particular development to meet domestic and export demand are machine tools, strip-mining and transportation equipment, cement plants, foundry equipment, machines and equipment for hot and cold forging, textile machines, packaging machinery, equipment for the printing industry, medical, laboratory and measuring equipment, agricultural and food processing machines, and machinery for the construction industry.



ROYAL INSPECTION—*Belgium's King Badouin (second right) looks over a riding mower of the Jacobsen Mfg. Co., Racine, Wis., during a visit to a Brussels agricultural machinery show. Mower bears the royal seal granted by appointment to the king.*

Rebound Buoys Belgians; Some Fragility Evident

Belgium began 1976 with encouraging signs of economic revival, reports the U.S. Embassy in Brussels. Internal and foreign demand is expanding faster than expected. The government is now predicting real GNP growth of 2.7 percent for this year, and it could go higher.

The recovery is still far from complete, however, measured against the severe effects in Belgium of last year's recession. It is based on inventory restockage and is highly uneven so far. Some key sectors such as automobile assembly, chemicals and textiles are recovering well. Activity in others, such as steel and non-ferrous metals, is increasing more slowly. These differences help explain the slow pace of progress in utilization of plant capacity and employment. Business and consumer confidence remains fragile as reflected in uncertain prospects for investment, and continuing uneasiness over inflation and stability of the franc.

Inflation in Belgium has been higher than that of its chief European neighbors. It has created cost pressures which could prove very troublesome for Belgian export competitiveness. There is lowered international confidence in the franc, which has suffered severe exchange pressures twice already in 1976. The government has limited scope, however, for dealing with the problem by traditional demand-management means. Even after recent attempts to reduce expenses, the budget will have a record deficit.

There will be pressure through next year for expansionary monetary policies to support the Treasury as well as economic recovery. Other measures, such as partial price freezes last year, income limitations this year, and a new price index, are not expected to have a major effect. The outlook for Belgian prices in 1976, rather, rests essentially on possible productivity gains, wage/profit discipline, and trends in world raw material prices. Prices may rise this year at a rate close to last year's performance of 11 percent.

The current Belgian balance of payments position is sound, showing a small surplus in 1975. The balance has been gradually deteriorating, however, primarily due to the recession. For 1976, Belgian planners predict that it will be roughly in equilibrium. This forecast could be upset if trade flows are not as favorable as expected, or by more central bank exchange intervention in defense of the franc. The latter factor notwithstanding, the government remains determined to defend the franc's current parity. Its ability to hold the line through 1976 will, however, depend largely on the future pace of Belgian inflation.

The beginning of economic revival in Belgium is a positive development for general U.S.-West European economic relations. Belgium has long been an influence within the European Community for a liberal world trading order and concern for the problems of the LDCs.

As might be expected during a year of deep recession, U.S. trade with the Belgium-Luxembourg Economic Union (BLEU) slackened in 1975. According to Belgian trade statistics, U.S. exports to the BLEU dropped from 1974 by over 5 percent in current value terms, slightly exceeding the overall decrease in BLEU imports. The drop stemmed primarily from reduced shipments of raw materials such as metals and minerals. It could also have represented in part a natural correction to the over 50 percent jump in U.S. exports from 1973 to 1974.

BLEU exports to the United States suffered a much sharper decline in 1975, plummeting by 43 percent in current value terms. The primary cause was a 63 percent drop in steel shipments, traditionally the BLEU's major export to the United States. As a result, the Union's trade deficit with the United States widened appreciably. The deficit could well narrow again this year as U.S. import demand grows. If not, the possibility of a persistent imbalance could shadow U.S.-BLEU trading relations.

For 1976, U.S. exporters should find that economic recovery in Belgium offers trade opportunities in a number of areas. There will be fresh demand for many raw materials as Belgian industry rebuilds inventories. Given the poor short-term outlook for new investment, the market for capital goods will be less favorable except for certain types of labor-saving machinery. Government public works programs are continuing at a relatively high level.

Other markets which appear promising over the next 18 months are those of industrial security systems, laboratory instruments, pollution control instrumentation, health-care equipment, food processing and packaging equipment, avionics, and process control instrumentation. Finally, U.S. suppliers of consumer goods should benefit from the predicted surge in Belgian retail spending. Possibilities should be particularly bright in durable goods, where buying has been slack for almost two years. To the extent that they can adapt to European tastes and requirements, U.S. suppliers can also be competitive in a number of other Belgian consumer markets, including those for home and garden tools, do-it-yourself goods, casual and children's wear, some textile products and kitchenware.

The low 1976 investment forecast reflects some foreign investor unease about the current Belgian business climate. New foreign investment in Belgium was down by half in current value terms in 1975 compared to 1974. The U.S. share dropped 78 percent over the same period. There has been adverse reaction to fast-rising costs, taxes and labor disputes.

Nevertheless, the government continues to maintain a welcoming open door to foreign investors with excellent inducements in terms of location, infrastructure, transport and labor availabilities. These factors should continue to be determining in many cases, particularly if Belgium is able to make better progress this year towards a non-inflationary, sustained path of economic growth.

At the same time, the economic revival now under way in the U.S. could attract increased Belgian industrial investment. Interest in this promising capital source continues high on the part of the 11 American State Development Offices now represented in Brussels.

Upturn In Danish Economy Brings Improved U.S. Export Outlook

The upturn in the Danish economy which occurred late last year has brought an improved outlook for U.S. exports to Denmark in 1976, according to Edward J. Rankin, Commercial Attache at the U.S. Embassy in Copenhagen. U.S. exports to Denmark in 1975 totaled $624 million, up approximately $25 million from the previous year in spite of a decline of about 3 percent in value of total Danish imports. Quantitatively, imports overall fell close to 8 percent. A Danish Government forecast of a 9 percent rise, in real terms, of imports in 1976 augers well for American suppliers.

Recession in Denmark's export markets, particularly in Sweden, Germany and the United Kingdom, resulted in a sluggish export performance in the past year, with the volume of Danish exports declining 2-3 percent. Higher prices brought export value up 6-7 percent, however. The export volume may show modest improvement this year, with a predicted rise of 3.5 percent. Exports to the United States were relatively stable at $448 million, an increase of $9 million from 1974.

The Danish shipbuilding industry has been particularly hard hit by the international recession, and Danish industry generally is operating at only 70 percent of productive capacity. Hence, industrial investment will show only moderate expansion this year after two years of steady decline.

The government's efforts to stimulate the economy through easing of fiscal and monetary policies during the past year were moderately successful. However, local industry generally was unable to step up production in time to meet the increased demand for consumer goods which resulted from a temporary reduction in the Value Added Tax (VAT) from 15 to 9¾ percent. Consequently, there was a sharp rise in imports of consumer goods in the last quarter, leading to a $1.64 billion deficit in the balance of trade for 1975. The balance of payments deficit was still reduced from $943 million in 1974 to $530 million in 1975. The VAT returned to 15 percent on March 1.

Commercially, the U.S. Bicentennial has been featured in special items produced by Denmark's prestigious porcelain manufacturers. There will be a wide range of Bicentennial promotions by leading stores featuring U.S. products, including an autumn promotion by more than 100 stores in the sparkling new Rosengaarden shopping center in Odense.

These special promotions, combined with a record number of Danish visitors to the United States, will enhance an established demand for American consumer goods ranging from electronic digital wristwatches and cosmetics to blue jeans, sportswear and high technology products such as pocket calculators.

In the field of consumer durables, there is a rapidly expanding market for automobile radios and cassette tape decks. Approximately 65,000 units were sold in 1975, and sales are expected to reach 75,000 units this year, a 15 percent increase. The highest immediate potential lies in economy-priced AM/FM radios which, in order to compete with Japanese and German makes that presently dominate the market, should retail at approximately $50 per unit. Industry projections indicate the market will change over the next few years, when interest will focus on high-quality automobile FM stereo and radio/cassette combinations, equipment which is currently retailing at $200 to $300 per unit. American firms interested in obtaining a share of this market should enter it now. It is recommended that interested firms work through local sales agents and distributors. Assistance in locating appropriate trade contacts may be obtained from the U.S. Department of Commerce.

Boaters are sales targets

With every point in Denmark no further than 65 miles from the sea, sailing and motor boating loom large on the recreation scene. Attendance at the annual Copenhagen International Boat Show exceeded 85,000, with total sales of boats and equipment and accessories exceeding $10 million. While Denmark exports some boats, interviews with exhibitors at the show indicated considerable interest in American pleasure boats and related marine equipment and accessories. There is a promising market potential for American sail boats and sail motor boats of 25 feet or more in length and for high quality electronic marine equipment.

The Danish Government is reconsidering plans, shelved in 1974, to construct a bridge over the Great Belt connecting the island of Zealand, upon which Copenhagen is located, with the island of Funen to the west. In the interest of bolstering employment, a favorable decision is expected. The project could offer excellent opportunities for U.S. suppliers of steel, construction machinery and technical know-how.

A final decision on an even larger joint Danish-Swedish project is not expected until 1977. In 1973 the Governments of Denmark and Sweden agreed, in principle, to a joint public works package totaling over $2 billion. The project would include the construction of a new Copenhagen International Airport on the island of Saltholm, a railway tunnel connecting the cities of Helsingor and Helsingborg and a bridge/tunnel connecting the shores of Denmark and Sweden across Saltholm.

In the spring of 1975 the Danish Government granted concessions to six consortia for the exploration and exploitation of petroleum and natural gas off the west coast of Greenland. The first drilling, planned for this summer, will be the TGA-Grepco Group, a consortium composed of Gulf, Total, Aquatane and Grepco. In the summer of 1977 ARCO Greenland Inc., a subsidiary of Atlantic Richfield Co., will begin test drilling, as will Chevron and Mobil. The Greenland explorations could provide opportunities for extensive sales of U.S. equipment over the next five years.

Trade sources indicate that the U.S. share of Denmark's computer and related equipment market could reach 50 percent by 1978, when the market is expected to total $85 million. Currently the United States provides 37 percent of the $70 million computer market.

Food processing and packaging is one of Denmark's leading industries, accounting for nearly one-third of the Kingdom's export earnings. Depending upon the rate of economic recovery in Denmark's export markets, the Danish market for food processing machinery and equipment could hit $30 million by 1978, while the market for food packaging machinery could reach $36 million. The current U.S. share of this market is only 8 percent, but, with American firms devoting greater attention to the Danish market, could double over the next few years.

Although Denmark has a population of only 5.3 million, it has 50 daily newspapers as well as many magazines, journals and a large book-publishing industry. It will continue to be a good market for printing and graphic arts equipment.

With Denmark entirely dependent upon foreign sources for energy-producing raw materials, there has been increasing emphasis upon improving and expanding energy-generating systems. Although this sector is highly competitive, there is good market potential for power plant equipment and pumps, valves and compressors used in energy production. Plans to build nuclear power plants are currently under consideration.

The recession of the past two years has slowed down investment in pollution control equipment. However, Danish authorities estimate that $1.6 billion will be spent upon environmental protection equipment by 1984. The greatest sales potential in this field lies in municipal waste systems, water purification systems (except consumer type) and general recycling systems.

Peru Exchange Shortage Makes Financing Vital

In 1975, Peru became the fourth largest Latin American importer of U.S. goods, behind Mexico, Brazil and Venezuela. U.S. exports to Peru (based on U.S. Department of Commerce figures) were up by 30 percent to a record level of $904 million, according to Richard Rueda Jr., U.S. Commercial Officer in Lima.

Because of balance of payments difficulties, 1976 will not show any sizable increase in imports, or at best a very small one (the latest official estimate is for an increase to slightly over $2.5 billion this year). Many importers believe that imports will actually be lower than in 1975, or that if they show a value increase it will be due to price increases. Whatever the final result, it is clear that 1976-77 will be difficult for Peru. U.S. exporters should take this fact into consideration in their plans for this market.

In the face of a rather bleak economic outlook, what can the U.S. exporter to Peru expect in 1976 and 1977?

First, he can expect that the already slow and time-consuming paperwork to pay for imports will increase and perhaps he will have to wait longer than before to receive payment. In other words, trade with Peru will involve increasing complexity and greater frustration and will require greater attention to detail and increased patience. It is clear that for the next few years the best prospects for increased exports to Peru are the major investment projects to be undertaken by the public sector. The private sector in Peru, while still fairly active, simply does not show the same growth potential, or investment potential, as the public sector. This decline in relative importance of the private sector conforms with the military government's announced reforms.

Second, it is clear that Peru must emphasize investment in mining, ore processing, food production and basic infrastructure. Here the U.S. exporter should be in contact with those government organizations which are most capable of preparing projects which fit within these priority sectors and which are best able to carry out the project and obtain financing. Here again, the mining sector, and two existing government companies, CENTROMIN and MINEROPERU, stand out.

As an example, CENTROMIN (the ex-Cerro de Pasco operation) has six high priority mining projects under way or just about to begin, which involve expenditures of $17.8 million in local costs and $34.3 million in foreign costs by the end of 1976. Total expenditure for these six projects is estimated at $421.8 million. These projects include mine expansion, ore concentrators, a zinc refinery, treatment of mine waste water, and expansion of a copper refinery. CENTROMIN also has other projects totaling $1.7 billion of lower priority but which hopefully will be carried out as financing becomes available.

At the meeting of the Consultative Group for Peru in early 1975, Peru presented a list of investment projects which would involve imported components and which during the period 1975-77 require a total of $3.6 billion in foreign financing and total expenditures of $6.3 billion.

Prices of U.S. goods are now competitive. Delivery terms for U.S. equipment are also very good. In both these factors the United States maintained its competitive advantage during 1975. The government's foreign exchange shortage, and the lack of domestic financing, increasingly requires that for many sales the supplier must offer financing. The government, or the government entity involved, will then decide whether or not to accept the financing offered. The financing requirement is becoming more important. In fact, for several years all imports of investment goods valued above $10,000 have required financing, which can be provided by the seller or obtained by the purchaser.

Although U.S. exporters are sometimes reluctant to engage in credit sales, it should be realized that the exporter does not necessarily provide the financing himself. Commercial banks in Peru have enough credit lines available to provide required credit. U.S. commercial banks have also financed sales to Peru during the last few years. Also, three local commercial banks have received CFF lines of credit from the Export-Import Bank to finance small and medium sales from the United States to Peru. Finally, the Export-Import Bank is active in Peru and stands ready to provide financing in appropriate cases for exports to Peru.

Last year was disappointing from the economic growth standpoint. Gross domestic product increased in constant terms by 4 percent while prices went up by 24 percent. Foreign exchange reserves dropped by $543 million to about $150 million by the end of 1975 (equivalent to about three weeks of imports). Exports were down due to lower prices for most of Peru's traditional exports.

In September, the government announced measures designed to decrease the rate of inflation, stimulate exports, and restore economic growth to a more acceptable level. The sol was devalued and the exchange rate unified. In early January the government took several direct measures designed to control even more closely the type and volume of imports. It took over the direct import of liquors, cookies and whiskeys. It also announced a decrease in the import of newsprint and a prohibition in the import of certain types of magazines. A conservative estimate is that the government directly handles over 30 percent of all imports and counting state enterprises, about 50 percent of total imports are for the public sector.

Of more importance was the announcement that prior import permits by product would be required in the future. Also, the government forced all importers to register again, but this time to specify the exact products they imported and the quantities imported of these products

HIGH IN THE ANDES—*Worker inspects fiber glass pipe made at Cuajone, Peru, in a portable factory. PPG Industries of the U.S., suppliers of the fiber glass, notes that making the pipe on-site in rough terrain is a major cost reduction factor.*

in past years. This, together with the existing importer's card system, provides the government with powerful tools to closely control the exact composition and value of imports, once the entire control system comes into existence. Pending this new more detailed system, the present import card system remains in force.

The normal confusion of changing from one system of import controls to another can be expected to slow imports for the next few months. It can also be expected that prior import permits by product will take longer to obtain and that the issuing authorities will try to eliminate all unnecessary imports. The present acute shortage of foreign exchange also means that imports will slow down, since foreign exchange is not always available to pay for imports despite the issuance of an import permit.

The government expects that the foreign exchange situation will ease in 1977 as the Cuajone copper project begins exports, and because the completion of the northern Peru oil pipeline will decrease expenditures for imported petroleum. Some knowledgeable observers feel, however, that the situation in 1977 will remain difficult as increasing import needs and higher prices will offset a large part of the increased availability of foreign exchange in 1977.

Until Peru substantially increases its export earnings, it will have to depend on a large inflow of long-term capital to cover its balance of payments deficits. This in turn depends on continued confidence by the international banks that Peru's economy will be managed in a way to insure increased production and continued economic stability. Thus, even the most optimistic observers believe that the next few years will be difficult for Peru.

Among recent loans announced by international financial institutions for projects in Peru are: World Bank, $76.5 million, highway improvement; Inter-American Development Bank (IDB), $37.6 million, highway construction; IDB, $32.3 million, expansion of hydroelectric plant at Cuzco; IDB, $30.5 million, water and sewage line construction; IDB, $15 million, industrial credit.

AID has authorized two loans, one of $11 million for small irrigation projects in the mountain areas and another for $7 million for relending to cooperatives.

In addition to these loans, Peru has received financing from countries such as Canada, the Netherlands, USSR and Switzerland.

U.S. private direct foreign investment decreased during 1975 as the government expropriated the large iron ore operation of Marcona Mining in July and as several important oil companies withdrew from exploration activities following failure to discover any new fields.

Indian Investment Climate Improves

The Government of India has made significant amendments to the Foreign Exchange Regulation Act of 1973 which not only clarifies the original guidelines but provides more flexibility for U.S. businessmen. India seeks to ease the problem of equity dilution required under the original act, and make the investment climate more attractive to potential investors.

Following are the principal changes which apply to foreign companies and subsidiaries in which non-resident equity exceeds 40 percent:

(a) Non-resident equity of 74 percent will be permitted in firms if combined activities involve production of products which fall within the purview of core industries and/or exports account for no less than 75 percent of the total annual turnover.

(b) Companies whose combined core sector production, application of sophisticated technology and/or exports account for no less than 60 percent of its annual turnover will be permitted to operate with 51 percent foreign equity. All such companies will be required to export a minimum of 10 percent of their annual turnover within a period of not more than two years from the date of approval by the Reserve Bank of India to continue operations with 51 percent foreign equity.

(c) Companies with exports exceeding 40 percent of their turnover, irrespective of core production, or technology involved, will be allowed to operate with 51 percent non-resident equity. Companies which are able to guarantee a higher percentage of exports on a sustained basis would be eligible to operate with a higher percentage of non-resident equity, depending on the merits of each case. Companies which export 100 percent of production may be wholly owned by non-residents, under the new regulations.

If none of the above mentioned conditions are met, the non-resident equity must be reduced to 40 percent. The revised guidelines are not applicable to the pharmaceutical industry at present since the entire industry is currently being reviewed. Detailed information is available from the Indian Investment Center in New York, 212-867-3390.

Export Control List Extensively Revised

The Commerce Department's Commodity Control List, which defines the commodities' subject to validated export license requirements, has been extensively revised. Some controls have been increased, others reduced, and there has been a general redefining and updating of terms and procedures.

The revisions reflect a recent review of strategic controls by the Coordinating Committee (COCOM), a multilateral export control organization that includes the United States, Canada, Japan, and NATO allies in Western Europe.

Examination of the machine tool area has resulted in relaxation of controls on less advanced types of numerically controlled tools. Revisions in the production materials and electronics fields have resulted in increased controls with respect to products which reflect significant technological advancements. There has been decontrol of products which are no longer of strategic concern. In the computer field, validated license controls continue in effect but administrative review procedures have been redefined to permit speedier license processing for many computer systems.

The change in controls are spelled out in Export Administration Bulletin No. 156 of May 27. A complete new Commodity Control List, incorporating these changes, will be in the June edition of the Export Administration Regulations.

Calendar For World Traders

June 8—Long Island—World Trade Club breakfast meeting, Fox Hollow Inn. For information, 516-333-9300.

June 8 — Houston — World Trade Assn. luncheon meeting, World Trade Club. Theme—Communism in Western Europe: How Will it Affect World Trade? Speaker—Anthony Morris, Information Officer, European Communities.

June 11-12—Guadalajara, Mexico—Overseas Automotive Club annual golf outing, Hotel El Tapatio.

June 14-15 — New York — Seminar on Trade Expansion Through International Financial Institutions, World Trade Institute.

June 16—New York—International Executives Assn. meeting, World Trade Center. Theme—Outlook for International Trade: A Symposium of Bank Economists.

June 23—Houston—Conference on trade with the People's Republic of China, with special emphasis on the subject of China's oil, Shamrock Hilton. Sponsors—Houston World Trade Assn., National Council for U.S.-China Trade.

Worldwide Business Opportunities

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors abroad. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about upcoming trade exhibits and trade missions, licensing and joint venture proposals, opportunities to sell to foreign enterprises and appoint agents, and details on major construction and expansion projects.

U.S. Promotions Abroad

For more facts on these and other U.S. exhibitions write: Director, Office of International Marketing, Rm. 4015, U.S. Department of Commerce, Washington, D.C. 20230. For trade missions: Rm. 6051, U.S. Department of Commerce, Washington, D.C. 20230.

Metallurgical Equipment and Instrumentation. Mexico City Trade Center. Aug. 23-27. As rapid growth of steel production is one of Mexico's primary developmental goals, vast investments in the iron and steel industry continue unabated. In addition, considerable outlays are being made to increase Mexico's aluminum and copper-making capabilities. Such expansion programs, relying heavily on imported equipment and expertise, offer considerable sales potential for U.S. suppliers. Contact Anita F. Brownstein, 202-377-4463.

Business Equipment Catalog Exhibit. Ghana and Swaziland. Aug. 23-27. Will focus on a broad range of business and computer-related equipment for business firms, government departments, banking and other financial organizations, universities, and other educational institutions. Business equipment will be imported by both Ghana and Swaziland in increasing quantities to meet growing demand from industries and institutions in public and private sectors. The increasing volume of financial transactions and a trend toward more sophisticated equipment in both markets indicates that complete computer systems will be installed by some of the targeted end-users. Robert E. Peterson, 202-377-3973.

Communications Equipment Trade Mission to Singapore, Bangkok and Hong Kong. Aug. 30-Sept. 10. Recent market research indicates that the present aggregate demand for communications equipment in these countries ($164 million) will nearly double to $308 million by 1980. All possess extensive expansion programs over the next four years for telephone and telecommunications systems and each city presents a growing regional market which will require ever increasing sophistication in its overall communications network. Products showing high sales potential include: mobile radio and telephone systems; VHF telecommunications systems; cables, cable equipment and systems; automatic call transfer and answering equipment; PBX and PABX equipment; microwave systems and equipment; electronic communications test equipment; and closed circuit television equipment and systems. Call 202-377-2471.

Interbymash Municipal Service and Domestic Equipment Trade Fair. Moscow. Sept. 1-15. Rapid urbanization and industrialization has created an enormous demand for municipal and communal services. Preparations for the 1980 Olympics assure further growth in demand. Will feature: water supply, sewage systems, electric power systems, gas supply and gas appliances, sanitary equipment, laundry and dry cleaning machinery, hotel equipment, barber shop and beauty parlor facilities, public transport and city road maintenance, and equipment for repair of electric apliances. Ralph S. Edwards, 202-377-2801.

Pollution Control Equipment Trade Mission to Belgium. Sept. 5-10. Rapid growth is anticipated in the Belgian market for air and water purification and other types of pollution control equipment throughout the last half of the 1970s. Total sales of these kinds of equipment are projected to reach $620 million by 1978, from an estimated 1975 base of $358 million. This represents a 21 percent average annual growth rate. Of this amount, water pollution control equipment will constitute 96 percent. This mission is being organized in conjunction with AQUATECH '76, which is scheduled to be held in Amsterdam, Sept. 14-18. Call Edward Oliver, 202-377-3746.

Farnborough Air Show and Flying Display. Farnborough, England. Sept. 5-12. With the market for avionics equipment in the United Kingdom expected to total $196.8 million by 1978, American aerospace firms can anticipate another successful showing at this prestigious international show. In 1974, firms which exhibited in the U.S. section reported $3.7 million in off-the-floor sales. Best sales prospects include: VHF communications and navigation equipment, inertial platforms, airborne weather/ground-mapping radar, passenger bridges, rapid intervention vehicles, ground power units, cargo loaders, air starters, etc. The Federal Aviation Administration will be represented with a major display highlighting the U.S. National Aviation System. Beryl D. Cohen, 202-377-4961.

Do-It-Yourself Exbn. U.S. Trade Center, Tokyo. Sept. 6-10. Inflation, tight money, and the growing cost of services related to home rehabilitation, repairs, and maintenance as well as a renewed interest in personal creativity are encouraging growth in the do-it-yourself field. The market, $204 million in 1974, is projected at $505 million for 1978. This exhibition will display home/entertainment/garden do-it-yourself products and will include demonstrations by participating firms. Call 202-377-2426.

Computers and Peripheral Equipment Exhibition and Seminar. U.S. Regional Trade Center, Singapore. Sept. 6-10. With markets for computers and peripheral equipment expected to exceed $20 million by 1980, Singapore offers attractive opportunities to U.S. suppliers. Ten sectors of the local economy will contribute to this increased demand, all of it supplied by imports. In addition, regional promotion will draw potential customers from the Southeast Asia region. This event is timed to coincide with a major Asian computer conference to be held in Singapore. Robert McLaughlin, 202-377-2471.

Quality Control and Materials Testing Equipment and Instrumentation, U.S. Trade Center, Mexico City. Sept. 7-10. The Mexican market for quality control equipment was estimated in 1974 at $21.8 million, showing a growth rate of 13.8 percent over the pervious year. Quality control is becoming a point of special interest and high priority among Mexican industrialists and the Mexican Government. This interest is reflected in a major objective of producing high quality goods for domestic consumption and goods which are able to compete satisfactorily in markets abroad where Mexico is intensifying its foreign trade activities. Walter Bastian, 202-377-3636.

Technical Sales Seminar in Pharmaceuticals. East Germany, Poland, and Hungary. Sept. 11-25. Plans to expand pharmaceutical production and pharmaceutical imports in all three countries make this an event which U.S. pharmaceutical manufacturers should not pass up. Call Gary Roberson, 202-377-3376.

U.S. Exhibition in AQUATECH '76. Amsterdam. Sept. 14-18. This prestigious exposition, expected to draw 40,000 visitors from around the world, is an excellent opportunity for U.S. firms in the water equipment industry to enter into or gain increased sales in the rapidly growing European market. In 1975, an estimated $650 million was spent on water purification and pollution control equipment alone in the Netherlands, Belgium, France and Germany. Due to implementation of stringent legislation and rising concern over water quality, investment in equipment in this field is expected to exceed $2.6 billion during the 1976-78 period. George Ruffner, 202-377-4941.

Materials Handling Equipment. Brno '76 Engineering Fair. Sept. 15-23. The Czechs are looking for labor-saving materials handling equipment. U.S. manufacturers of advanced equipment could realize immediate sales and/or develop valuable contacts. By 1977, the U.S. share of such imports could be $4-6 million. Established and new-to-market firms can develop a strong foothold in a promising growth market. Anatole Bilecky, 202-377-2801.

Process Control Instrumentation Exhibition. U.S. Trade Center, Taipei. Sept. 20-24. The market for process control instrumentation in the Republic of China is growing at a strong pace. Purchases

are expected to reach $15 million by 1978, double the level of 1973. U.S. manufacturers are expected to supply about one-third of this market, which is concentrated in the petroleum, coke, coal, utilities, services, chemical processing and primary metals industries. Julian Hammond, 202-377-4304.

Food Processing and Packaging Equipment Exhibition. Caracas. Sept. 20-25. The U.S. has a 50 percent share of the Venezuelan market for food and beverage processing and packaging equipment, estimated at $113 million in 1975. Demand growth of 10 percent annually is expected through 1979. This event is designed to take advantage of Venezuela's quest for self-sufficiency in food, as the government programs surplus oil revenues into agriculture and industry. A full range of processing; forming, filling and sealing; wrapping and packaging; marking and inspecting; and container/product/package handling equipment is required for all types and phases of the industry. Thomas L. Thomas, 202-377-4230.

In-Store Promotion. Taby, Sweden. Sept. 23-Oct. 2. Taby Centrum, a large shopping center located 12 km. north of the center of Stockholm, will stage the first in-store promotion held in a shopping center. Over 35 stores will participate in this Bicentennial theme promotion, including the Domus and Nordiska Kompaniet (NK) department stores, numerous apparel specialty shops, and jewelry, gift and appliance stores. Interested suppliers contact Theodor Rumme, Asst. Commercial Attache, U.S. Embassy, Strandvagen 101, Stockholm. List of store names and contact persons available from Charles E. Johnson, 202-377-4705.

SPOGA 76 — Sporting and Camping Equipment. Cologne, Germany. Sept. 25-27. Considered by most manufacturers as the world's major international exhibition for sporting and camping equipment. SPOGA 75 hosted more than 1,400 exhibitors from 35 countries and, in only three days, attracted 30,000 trade visitors from 71 countries. Commerce's pavilion will accommodate 30 U.S. manufacturers of appropriate equipment. Robert Wallace, 202-377-3748.

Exhibit/Seminar on Fast Food Equipment, Techniques and Technology. U.S. Commercial Office, Moscow. Sept. 27-30. Includes fast food systems and technology, refrigeration equipment and counters, dishwashers, ovens, electric grills, cooling and warming tables, vending machines, and self-service counters. The Soviet Union's current Five-Year Plan calls for heavy investment in public meal facilities, particularly at industrial and educational institutions. Facilities will also be needed for the Olympic Games in Moscow in 1980. Judith Robinson, 202-377-3376.

Packaging and Bottling Equipment Exhibition. U.S. Trade Center, London. Sept. 27-Oct. 1. The United Kingdom imported $81.3 million (c.i.f.) worth of bottling and packaging machinery in 1975. The United States supplied 20.8 percent of the market, a share that expanded by 4.3 percent over 1974, reducing the West German lead from 16.4 to 7.5 percent. While Britain represented 4.2 percent of the entire world market for all U.S. exports in 1975 (f.o.b.), it took 8.6 percent of U.S. exports of packaging machinery. This exhibition of U.S. canning, wrapping, packaging, bottling, filling and sealing machines, equipment, and accessories will be directed to end-user trade audiences in both the United Kingdom and Republic of Ireland. Commission agents and distributors seeking exclusive representation agreements for both countries will also be in attendance. Craig S. Atkins, 202-377-2881.

International Plant Engineering and Maintenance Exbn. and Conf., Birmingham, England. Sept. 27-Oct. 1. Capital investment in the United Kingdom manufacturing sector is estimated at $91 billion. Current economic pressures are forcing British manufacturers to strive for more efficient plant engineering and maintenance operations. Annual expenditures for plant replacement are reported to be $6.9 billion, including $2 billion for materials. Recent U.S. technological developments provide American manufacturers with a decided advantage in supplying pollution control and safety equipment. Other product categories which offer good potential include materials handling equipment, heating and ventilating equipment, paint and corrosion treatments, lubrication equipment, pumps, valves and compressors, power generation and distribution equipment, maintenance tools, supplies and services, compressed air and hydraulics equipment, noise and vibration controls, and metalworking and welding equipment. This exhibition, also referred to as PEMEC 76, is the only show of its kind outside North America. Visitors are expected to come from many nations. MACH 76, the once-every-four-year machine tool exhibition, runs concurrently with PEMEC 76 in adjacent halls. Attendance at MACH 72 approximated 113,000 trade visitors, including 16,000 foreign buyers from 32 countries. Suresh (Sam) K. Dhir, 202-377-4421.

In-Store Promotion. Edinburgh. October. Jenners, the prestige retail outlet of Edinburgh, Scotland, will feature a U.S. Bicentennial promotion for two weeks. Product categories of interest include all types of apparel, fabrics, linens, housewares and furniture. Store contact: Mr. J. McDermott, Jenners, 48 Princes St., Edinburgh EH2 2YJ. U.S. buying office: Affiliated Traders Ltd., Attn. Miss Aeta Salba, 220 Fifth Ave., New York, N.Y. 10001. Mollie Cleveland, 202-377-4705.

Machine Tool Catalog Exhibit. U.S. Trade Centers, Singapore, Taipei, Sydney. October. Added feature is a sound and color video tape recording. Officials of key metalworking and finishing firms will be invited to view film and catalogs and talk to a representative of the National Machine Tool Builders' Assn., which is assisting with show. Frederic J. Gaynor, 202-377-3846.

Building and Construction Equipment and Supplies Exhibition. U.S. Trade Center, Paris. Oct. 4-7. Excluding common stone and wood, the market for these products in 1975 was $15 billion and is expected to grow to $19 billion by 1980. For further information contact Robert B. Wallace, 202-377-4976.

Port Development Technical Sales Seminar to Egypt, Morocco, and Saudi Arabia. Oct. 5-14. Potential port construction and development projects of some $400 million are upcoming in Egypt. The Moroccan government is committed to a massive investment program to expand all present ports over the next five years and to construct two new major ports. Port expenditures by the Saudi Arabian government will exceed $7 billion in the next three years. For information on participation, call E. Lee Carteron, 202-377-2973.

Business Systems Exhibition. Tehran Trade Center. Oct. 10-14. Iran is the fastest growing market for U.S. exports in the world. Over the last two years, our exports to Iran quadrupled to $3.2 billion. Much of Iran's approximate $20 billion oil income goes to industrial and business growth. This force-feeding of economic growth offers excellent sales opportunities for American suppliers of computers and business equipment. Within three years the Iranian import market for business systems will amount to $63.5 million. Don Ryan, 202-377-2952.

In-Store Promotion. Shalom Stores Ltd., Tel Aviv. Oct. 10-31. Shalom is planning a major Bicentennial promotion of U.S. consumer products. U.S. buying office is Marcent Int'l. Inc., Attn. Kurt J. Heilbronner, V.P., 200 Park Ave., Suite 5305, New York, N.Y. 10017. Mollie Cleveland, 202-377-4705.

Chemical Industry Equipment Exhibition. U.S. Trade Center, Milan. Oct. 12-16. Italy's chemical industry is the fourth largest in Europe, with production of primary chemicals totaling $12.7 billion in 1974. Estimates through 1990 indicate that the chemical sector will enjoy growth rates of around 20 percent annually over the total period. U.S. technology in this field is highly regarded. Held concurrently with the MAC International Chemical Exhibition at the same location, it will provide U.S. firms access to a number of European and Mediterranean markets. Sam Spaulding, 202-377-4508.

Bucharest International Fall Fair; Agricultural Machinery and Food Processing Equipment. Oct. 16-25. The new Romanian Five-Year Plan (1976-80) allocates $7 billion in investments to increase agricultural production, and the Romanian food processing industry is to expand at a rate of 7 percent per year to match the planned growth rate for agriculture. Romania and the United States have recently signed two agreements to cooperate in agriculture. Mike Frisby, 202-377-4810.

Printing and Graphic Arts Equipment Exhibition. U.S. Regional Trade Center, Singapore. Nov. 8-12. Because of limited domestic production, Singapore is almost completely dependent upon imports of this equipment. Demand is conservatively estimated to grow at an annual rate of 10-12 percent as Singapore's role of regional distributor contributes to an increasing volume of imports. In 1974 these imports reached $10.8 million. Call J. Lee Barnes, 202-377-3893.

Commercial/Industrial Safety & Security Equipment Exhibition. U.S. Trade Center for Scandinavia, Stockholm. Nov. 8-12. A highly developed awareness of safety/security needs exists in both the public and private sectors of the four Nordic countries. Recent surveys of the markets of Sweden, Norway, Denmark and Finland have identified excellent sales opportunities for U.S. exporters of advanced safety/security products that have applications in offices, factories and institutions. Indicative of this market potential are U.S. exports of this equipment to the Nordic countries—$28 million in 1975, a 37 percent increase over 1974. In Sweden, home of many large multinational corporate headquarters, the U.S. supplies 11 percent of the $35 million fire safety equipment and 15 percent of the $32 million security equipment import markets. Call William Beiring, 202-377-3276.

Computers and Peripheral Equipment Exbn. and Seminar, U.S. Trade Center, Sydney. Nov. 8-12. This event is designed to provide U.S. manufacturers with an excellent springboard from which to penetrate the Australasian market or to expand their market share therein. The Australian computer/peripheral market is currently valued at over $211 million. The U.S. is Australia's leading supplier with a market share of about 50 percent. However, competition is intense with strong competition coming from the U.K., West Germany and Japan. Aggressive marketing is called for if the U.S. is to increase or even maintain its market share. Total computer consumption in New Zealand totaled $14 million in 1974; the U.S. accounted for $4.2 million. An annual growth rate of 10-15 percent is predicted. Call Helen Burroughs, 202-377-4957.

Communications Systems & Equipment Exbn. U.S. Trade Center, Taipei. Nov. 15-19. Taiwan, a booming market primarily oriented to U.S. sources for its substantial imports of advanced hi-technology communications gear, has embarked on a massive modernization and expansion program. Government officials interviewed during a recent major market research study for the Commerce Department, have stated that the heavy growth period is seen from 1977 through 1978, especially in their telephone equipment needs. The R.O.C. plans to implement steps to triple the number of subscriber instruments, and there is no specific monopoly over the purchase of equipment installed on the end-users/subscribers level, with excellent potential for sales of electronic PABX, automatic dialing gear, call directors, conference & answering/recording devices and hi-fashion design telephones. This premiere exhibition event in the R.O.C. will feature data communications with latest dial-up systems, C.C.T.V., microwave, transceivers, and monitoring & testing gear. High sales prospects are further supported by a U.S.-source Eximbank loan of $27 million for PABX boards, coax cables, microwave, toll switching, traffic counting and engineering/consulting services. Dave Horridge, 202-377-2798.

Engineering Design Components. U.S. Trade Center, Milan. Nov. 23-27. Components, materials and technology in the machinery, automotive, aerospace, and other equipment and electro-mechanical industries will be featured. Transmission components, hydraulic and pneumatic components, electrical and electronic controls, special materials, shapes and forms, joining systems and components are included. U.S. products have tremendous potential in this market. Runs concurrently with BIAS, international automation engineering exhibition, at the same fairgrounds. J. Michael Springmann, 202-377-4975.

Electronica 76. Munich. Nov. 25-Dec. 1. Germany's total consumption of electronic components is predicted to exceed $1.7 billion in 1977, while the market for electronic production and test equipment is expected to reach $343 million. In both categories, imports account for more than 40 percent of the entire market and the United States is the country's leading supplier with a share of about 28 percent. Best sales opportunities exist for U.S. exporters of color TV tubes, capacitors, resistors, integrated circuits, diodes, transistors, production and test equipment, and materials. Best market prospects are in computers, measuring and testing instruments, industrial equipment, and medical electronic equipment. Don C. Schmadel, 202-377-2177.

Analytical Instruments for Science and Industry Exhibition. U.S. Trade Center, London. Nov. 29-Dec. 3. The British market for analytical instruments for science and industry was valued at $85 million in 1974. Expanding technology, increased investments by industrial and government laboratories, and a general economic recovery should push the market to $100 million in 1979. Imports from the United States, which account for more than 25 percent of the total market, are expected to jump from $22 million in 1974 to $32 million in 1979. U.S. firms are the leading import suppliers of four categories of products—automatic analyzers, gas chromatographs, oscilloscopes, and atomic absorption spectrophotometers—and have obtained a large share of the British market through their technological superiority and effective marketing practices. Robert L. Bradshaw, 202-377-4461.

Industrial and Educational Training Equipment and Software Exposition. U.S. Trade Center, Paris. Nov. 29-Dec. 2. Recent market research reveals a strong and growing market for educational and industrial training equipment and systems. Ned Krause, 202-377-4976.

ECOLOGY '77—Environmental Purification and Pollution Control Instrumentation and Equipment. U.S. Trade Center for Scandinavia, Stockholm. Dec. 6-10. Sweden, Norway, Denmark and Finland, currently and individually warring against pollution, have programmed an aggregate total of $2 billion plus to be spent on environmental protection by 1984. A significant portion of this amount will be earmarked for the purchase of instrumentation, equipment and controls. Robert J. Blake, 202-377-3088.

Plant Engineering and Operations Equipment Exhibition. U.S. Trade Center, Mexico City. Dec. 6-10. Mexico's rapid strides toward industrialization have created a strong demand for broad-based plant modernization equipment. This show will feature and focus in on selected lines of equipment designed for inside-the-plant operations, principally in the areas of: industrial water treatment; specialized materials handling devices; assembly line automation; industrial machinery lubrication; in-plant pollution prevention and control; and pneumatic/hydraulic controls and systems. All of these categories are finding an increasing market within the sectors of Mexican medium and heavy industry establishments which are desirous of achieving higher output and efficiency through plant modernization. Damon LaBrie, 202-377-4463.

Offshore International Exhibition. Birmingham, England. Dec. 7-10. The continuing development of North Sea oil resources offers good opportunities for U.S. suppliers of oil and gas field exploration, production and transmission equipment, instruments, systems, supplies and services. U.S. exports of oilfield equipment and pipe to countries active in the North Sea oilfields are substantial and growing. U.S. exports to the United Kingdom alone in 1975 totaled $32 million, up from $19 million in 1974 and $11 million in 1973. Demand is highest for oilfield equipment and pipe, but sales opportunities also exist for a wide range of supportive products, e.g., floating structures (rigs, barges, vessels, tanks, etc.), helicopters, telecommunications equipment, valves, processing and field instruments, welding equipment and drilling fluid. At least five new North Sea fields are expected to open by the end of this year. A $3 billion market for products and services is expected in 1976, with the total rising to $5 billion by 1980. Official exhibits will be mounted by many countries. George A. Kemp, 202-377-3713.

Printing and Graphic Arts Exhibition, U.S. Trade Center, Tokyo. Feb. 14-18. Carefully researched projections of the Japanese market for printing and graphic arts equipment indicate a growth from $290 million to $335 million over the next three years. In 1979 total imports will approximate $83 million with the U.S. share exceeding $25 million. Imported equipment will include typemaking and typesetting machinery, presses, bookbinding machinery, and photographic equipment for the graphics industry. Purchasers will be interested in both new investment and replacement equipment. During the recession period of 1974-1975 imports of printing and graphic arts equipment registered a 20 percent decline; however U.S. exports in this product category for the same period increased nearly 20 percent, demonstrating a growing market for U.S. manufacturers to penetrate. Cantwell Walsh, 202-377-4056.

Tokyo Anti-Pollution Exhibition, TAPEX '77 Trade Fair, Harumi Pier, Tokyo. March 14-18. Japan's remarkable economic and industrial growth has spawned the worst aspects of high-paced industrial development with all forms of accompanying pollution: air, water, solid waste and noise. Demand for pollution control instrumentation alone will be $390 million by 1980 reflecting an annual growth rate of 15 percent. By the end of 1976, the Ministry of International Trade and Industry estimates, the market for all pollution corrective equipment will top $3.27 billion. Pollution technology offers opportunities for advanced U.S.-designed corrective equipment and instrumentation. The iron and steel, electric power, chemicals and primary metals industries project increased investments in pollution solution and are prime market targets. Detailed supporting market information is available. Mara Yachnin, 202-377-5751.

Metalworking Machinery and Equipment (METALQUIPOS '77), Caracas, March 12-26. A 50 percent annual growth is expected over next three years in U.S. sales of metalworking machinery to Venezuela as that oil-rich country begins to invest $13 billion in metal-producing, automotive, tractor, ship repair, and home appliance industries. Exhibitors will receive full range of marketing services, including booth design and construction, VIP receptions, extensive market promotion campaign. Steve Hall, 202-377-4832.

U.S. Pavilion, 32nd Paris Air Show. June 2-12. Internationally long recognized as the key marketplace for the aerospace industry, the biennial Paris Air Show regularly attracts the largest international audience of industry, government, and military aerospace buyers. With the total value of U.S. aerospace exports for 1976 estimated to exceed $7.6 billion, the aerospace industry continues to be the largest exporter among U.S. manufacturers. In 1975, the 68 exhibitors in the U.S. Pavilion reported $2.84 million in off-the-floor sales and projected an additional $92.8 million in 12-month sales. Beryl D. Cohen, 202-377-4961.

Licensing, Investment Abroad

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to any of the specific proposals listed.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $15 from the Export Information Division, Room 1313, U.S. Department of Commerce, Washington, D.C. 20230, or from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage and financing from the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

0116, 2075—GHANA — Firm seeks U.S. joint venture partner for **cultivation and processing soybeans into oil and cereals** for animal and human consumption. U.S. firm would provide machinery, equipment and know-how. Company has experimental project under way. Jonathan L. Laryea, Jonalex Mfg. & Trading Co., P.O. Box 363, Accra. P-76147. OPIC.

0271—PERU—U.S. technology sought to establish facility for **breeding and processing rabbit meat for human consumption.** Joint venture arrangement desired to develop industry on nationwide scale and eventually to expand to Andean region. Project includes industrialization and export of finished rabbit skins and furs. J. Bell-Taylor, V.Pres., Commercial Hercules S.A.—COHESA, Av. Central 671, OF-504-505, Lima 27. Telex, PE-20482; telephone, 22-3000 or 22-3604. P-76379.

1781—FRANCE—Offers equity participation to experienced U.S. firm in **water well drilling and water treatment field.** Company seeks capital and new equipment to expand operations for drilling wells from 300 to 1,000 m.; owns modern office, extensive land; reports annual sales of $1 million; employs 50. Societe Rhenane de Forage "Est-Eaux," Eschau, 67400 Illkirch-Graffenstaden. P-76381.

2000 — MEXICO — Entrepreneur seeks partnership with U.S. firm to establish company to produce **preserved fruits and vegetables.** Lic. C.P. Salvador Savinet R., Playa Manzanillo 474, Mexico 13, D.F. P-76415.

2052—MEXICO—Businessman seeks U.S. joint venture partner to produce **crackers, cookies and biscuits.** U.S. firm would provide capital, machinery and technical know-how. Current interests include real estate and shares in three companies which produce furniture and plastic bottles. Roberto Arias-Garcia, Sierra Vertientes No. 475, Mexico City 10, D.F. Telephone, 520-1982. P-76418. WTDR in preparation.

2065, 5411—HONDURAS—Joint venture arrangement is sought with U.S. **supermarket chain.** Firm operates two supermarkets in San Pedro Sula, owns several other businesses; is well regarded in local banking and commercial circles, enjoys good repuation. Establishment of **candy factory** to supply local market and other Central American countries is also sought. For candy projects, U.S. firms are invited to submit brochures, quotations, proposals, etc. For name and address of person to contact for additional information, write: Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-76398. OPIC.

2269—AUSTRALIA—Firm wishes to sell its **acetate and viscose yarn factory.** Factory is located at Tomago, New South Wales, about 115 miles north of Sydney and 15 miles north of Newcastle, a major city with population of about 150,000. Details available through J. F. Muir, Commissioner, New South Wales Centre, Suite 6250, Five World Trade Center, New York, N.Y. 10048; telephone, 212-432-0155. P-76402.

2391, 2392—UNITED KINGDOM—Textile manufacturer, exporter and importer seeks licensing arrangements with U.S. firms to produce **sheets, pillowcases, towels, tablecloths, bedspreads and curtains.** Firm established 1963, employs 42 persons. Egon Weinfeld, Mng. Dir., Leemark-Elenca Ltd., 50 Holborn Viaduct, London EC1N 2RE, England. P-76384.

2394, 2399—UNITED KINGDOM—Firm wishes to manufacture under license for U.S. companies **backpacks; lightweight camping goods including tents, rucksacks, haversacks; and nylon and canvas quality goods.** Company currently manufactures similar products, has 40 employees including eight salespersons. R. Barrett, Brown Best & Co., Ltd., 47 Old Woolwich Road, Greenwich, London SE10 9PU, England. P-76401.

2600—AUSTRIA—Seeks license or joint ventures to **manufacture unusual or advanced paper or plastic packages.** Firm offers favorably located production facilities for flexible packages of polyvinylidene chloride. Has established nationwide sales network and long standing business connections in Eastern Europe and other countries. Is Austria's largest producer of cellulose and paper. Established 1870, employs 3,000, reports annual sales of $125 million. Diplomkaufmann Pfarl, Leykam Muerztaler Papier u. Zellstoff A.G., A-8101 Gratkorn. P-76391.

2650—SWITZERLAND — Manufacturer of packaging materials seeks to expand its business into following areas: **cardboard, packaging materials and office supplies for filing purposes, mailing, storage, collapsible packagings, packagings for tinned products and bottles, special type of packagings** made from coated and impregnated cardboard and similar items; **foils (transparent and other) for food packaging** for industrial, commercial and household use; **wallpaper and other decorative papers,** self-adhesive and other, for industrial use and for sale by do-it-yourself stores and similar organizations; **pressed, cast and foamed plastic packagings** for the mailing of items requiring special protection from shock, temperature, humidity. Also of interest are **combined plastic shipping and stacking containers and boxes of any size and shape.** Firm is prepared to make necessary financial investment. Special casting tools and similar expensive items could be purchased or leased from licensors. Sufficient space for further expansion available. Manufacture highly automated. Guido Markowitsch, Willy Markowitsch, Kartonnage, In den Ziegelhoefen 20, 4015 Basel. P-76413.

2823—BRAZIL — Group wishes to form joint venture with U.S. company to process **"Tucum" (Brazilian palm) fibers** for export. Group reports that product grows in abundance in Brazil and can be purchased at low cost. Operations would be set up in State of Minas Gerais. Additional information available (in Portuguese) from Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-76385. OPIC.

2875—ECUADOR — Seeks U.S. investor interested in establishing near Guayaquil **processing plant to produce fertilizers and other items from garbage** collected by Guayaquil's street-cleaning department. Estimated 60,000 c.m. of garbage are collected daily. City proposes to contract to sell and deliver to investor for minimum of 10 years. Possibility exists of selling investor plant site at low cost. Correspondence may be in English but preferably in Spanish. Rudolfo Perez-Pimentel, Comisionado de Aseo de Calles, Municipalidad de Guayaquil, P.O. Box 875, Guayaquil. P-76410. OPIC.

3079 — GERMANY — Seeks technology from U.S. firms for **molding of foamed, rubber modified thermoplastics, polyvinylchlorides and polyurethanes** for use in shoe industry and various other industries. Founded 1948, company has 60 employees and annual sales of about $2.8 million. Is a leading German manufacturer of adhesives used in chemical, plastics, leather and shoe industries. Also produces paints, finishes, waxes and dyes. Axel H. Triefenbach-Rupprecht, Mgr., Chemische Fabrik F.A. Triefenbach GmbH, Sprendlinger Landstrasse 234, D-605 Offenbach/Main. Telephone, 0611-831008-09; telex, 04-152829; cable FATO Offenbach. P-76383.

3079 — UNITED KINGDOM — Seeks manufacturing arrangement with U.S. firm to produce **patented extruded plastic products.** Company has 300 employees, annual sales of $7.2 million. Is extruder and molder of plastics, also produces raw materials for various industries. Is member of Allied Polymer Ltd. group of companies, whose members design, produce and distribute wide range of industrial and consumer products of polymeric materials. Alan A. T. Jones, Mng. Dir., Cow Plastics Ltd., 5 Falmouth Road, Trading Estate, Slough, Berkshire SL1 4SE, England. P-76406.

3079, 3949, 3999—GERMANY — Seeks licenses to produce **home, outdoor and garden consumer goods of metal or plastic.** Established 1959, firm employs 25, has annual sales of $1 million. Major production is pumps and components for automatic oil heating systems. Is diversifying into consumer items and now

manufactures outdoor grills for home smoking of meats; also makes anti-odor devices for toilets. Helmut Karres, SIMKA Gesellschaft fuer Apparatebau mbH, Neue Hafenstrasse, 6450 Hanau 9. P-76404.

3356—UNITED KINGDOM — Manufacturer of **tungsten and welding rods, tungsten heating spirals for vacuum metallization, and other tungsten products** is interested in licensing or joint venture arrangement to produce allied products. Established 1946, has 45 employees and 10 salesmen. I. A. Page, Mng. Dir., Electro-Alloys Ltd., 233/243 Wimbledon Park Road, London SW18 5RJ, England. P-76386.

3399—INDIA—Recently established small firm plans to establish plant to manufacture annually 600 metric tons of **flaked aluminum powders.** Estimated cost including machinery and equipment is $227,000. Promoter seeks U.S. technology and is willing to consider up to 26 percent equity participation by U.S. investor. U.S. collaborator will have to guarantee to export 30/40 percent of output. Indian firm would import atomizing unit, excluding compressor, flaking unit and polishing unit. Mandhir Singh, Pres., Singh Metal Powders (SMP), W-64 Greater Kailash, New Delhi 110048. P-76407. OPIC.

3441, 3731—UNITED KINGDOM—Manufacturer of **large size steel and alloy fabrications,** including ships up to 200 ft. in length is interested in licensing arrangement within areas of its current activities. Firm also operates ship repair service both in port and at sea. Has nominal capital of $100,000 fully issued and current annual sales of $2.5 million. Established 1966, employs 200. William J. McAnally, Dir., William McCrindle & Son, Ltd., Chapelhill Mount, Dalry Rd., Ardrossan, Ayrshire, Scotland KA22 7JT. P-76387.

3443, 3494—UNITED KINGDOM—Manufacturer of **heat exchangers, strainers, valves, filters and steam traps** seeks licensing arrangement for products compatible to its present range. Of particular interest is equipment with outlets in oil, chemical or energy industries. W. Gomersall, Managing Director, Royles Ltd., Irlam, Manchester M30 5AH, England. P-76411.

3500—AUSTRIA—Seeks licenses to produce following equipment: **gas production and processing machinery; waste disposal equipment, garbage incineration plants; parts and accessories for materials handling equipment and construction machinery; bottle-cleaning machines; machine parts; and fittings and related products of glass fiber reinforced plastic materials.** Firm specializes in gas technology with emphasis on gas producing and cleaning machinery, garbage incineration plants. Operates new facility which produces special gas burners, machine parts, glass fiber fittings, parts for agricultural machinery and insulating clutches. Plant is located on 4 acre site. Ample supplies of water, electricity available. Markets include Austria, West Germany, Hungary, Switzerland and Yugoslavia. Prefers agreements with U.S. licensors also interested in establishing joint venture in Austria. Employs 600. Ing. Heinrich Seyfried, Plant Mgr., Integral Engineering Industriebedarf GmbH., Lanzendorferstrasse 115, A-2481 Achau. P-76397.

3500—PAKISTAN — Seeks licensing or joint venture arrangement for manufacture of **electronic apparatuses or components.** Desires also to purchase parts. Organization is special, autonomous, government supported institution operating for benefit of Pakistan's military veterans and families. To support its welfare activities, organization operates major industries including textile mill, cotton mill, three sugar mills, breakfast food plant, tobacco plant and LPG facility. Estimated sales for 1975 were $51.1 million. For further information, write Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-76392. OPIC.

3500 — UNITED KINGDOM — Desires licensing arrangement for manufacture of any **engineering products** suitable for its plant with preference for engineering services to oil industry. Manufactures hydraulic truck hoists, skip loaders, aircraft servicing wheels, steel bodies and automatic lubrication equipment. Employs 500; established 1938. G. H. Spear, Sales Dev. Mgr., Telehoist Ltd., Manor Road, Cheltenham GL51 9SH, England. P-76395.

3523 — GERMANY — Seeks licenses to produce **conveyor animal feed transport systems.** Presently manufactures feeding and feed storage equipment. Markets throughout Germany, Holland and France. Also interested in cross licensing agreement. Heinz Eichholz, 4441 Schapen. P-76390.

3523 — AUSTRIA — Seeks licensing arrangements for production of **machinery and equipment,** particularly of items involving **thermal or separating processes.** Austrian firm, which is subsidiary of Swedish Alfa-Laval concern, markets its products in Western and Eastern Europe in addition to local market. Would be interested in cooperating with American engineering firm to acquire technological know-how in new industrial processes. Company engineers, manufactures, and services farm machinery and equipment such as barn cleaners, animal waste treatment plants and slurry handling equipment; markets and services products of other Alfa-Laval plants including agricultural field implements, milking units, dairy machinery and equipment, food processing machinery, and production equipment for chemical industry. Established 1898, employs 400; has annual sales of $20 million. Torvald Ranta, Dep. Gen. Mgr., Aktiengesellschaft Alfa-Laval, Wienerbergstrasse 31, A-1120, Vienna. P-76393.

3523—UNITED KINGDOM—Very large company seeks manufacturing and/or marketing arrangements with U.S. producers of **original equipment or after sale products to agriculture machinery industry.** British group offers extensive facilities and established agricultural contacts in Western Europe. Is interested in all agricultural engineering products except complete tractors and livestock equipment. Present products include truck, trailer and tractor components, mechanical handling equipment and agricultural machinery. Group has eight branches in U.K. and others in South Africa, India and Australia. Exports worldwide, employs over 16,000. Peter Spear, Group Director of Technical Services, Rubery Owen Holdings Ltd., P. O. Box 10, Wednesbury, West Midlands WS10 8JD, England. P-76380.

3559—AUSTRIA—Firm interested in licensing and/or possible joint venture arrangement to produce **process equipment for chemical and petrochemical industries.** Company manufactures machinery and equipment for dairy, grain mill, and chemical industries, including filtering and separating equipment. Established 1945, employs 350. Robert Traindl, Sales Mgr., Grill & Grossmann GmbH., Weihburggasse 9, A-1010 Vienna. WTDR. P-76405.

3562—INDIA—Firm seeks U.S. technical collaboration and wishes to import complete plant for production of **ball bearings.** Karnataka Ball Bearings Ltd., affiliated with Deepak Insulated Cable Corp., has obtained letter of intent from Government of India to manufacture annually 3 million ball bearings, 1.5 million taper roller bearings, and 500,000 cylindrical roller bearings. Technical collaboration should be for minimum of 5 years and include know-how for manufacture of other types of bearings such as spherical roller bearings and ball thrust bearings. Prospective U.S. collaborator may participate in equity capital as well. A. P. Mehta, Mng. Dir., Deepak Insulated Cable Corp. Ltd., 8th Mile, Bangaloretumkur Road, Dasarshalli 562139 Bangalore. P-76396. OPIC.

3569—FRANCE — Seeks licensing arrangement for manufacture of any **public**

Important Notice

Most member countries of the League of Arab States employ a secondary boycott against foreign firms which undertake certain specific types of business relationships with the State of Israel. The Commerce Department will not disseminate or make available for inspection any tenders or trade opportunity documents which contain conditions intended to support such boycotts, or which are based on documents known to contain such provisions. Trade or investment opportunities published herein are not presently known to be subject to such conditions. However, it is possible that U.S. firms responding to opportunities from Arab countries may be asked at some stage of a transaction to participate in an Arab boycott-related restrictive trade practice as defined in the Department's Export Administration Regulations (15 CFR, Part 369 et. seq.).

Firms are reminded that pursuant to Section 3(5) of the Export Administration Act of 1969, as amended, it is the policy of the United States (a) to oppose restrictive trade practices or boycotts fostered or imposed by foreign countries against other countries friendly to the United States, and (b) to encourage and request U.S. concerns engaged in the export of articles, materials, supplies, or information to refuse to take any action, including the furnishing of information or the signing of agreements, which has the effect of furthering or supporting such restrictive trade practices or boycotts. Accordingly, U.S. concerns receiving such requests to participate in a restrictive trade practice or boycott are encouraged and requested to refuse to comply with them.

Firms are further reminded that U.S. concerns receiving requests to participate in a restrictive trade practice or boycott must report such request to the Department of Commerce in accordance with Section 369.4 of the above-cited regulations.

works equipment or antipollution material. Established 1935; annual sales, $3.4 million. Dominique Gruere, Gen. Mgr., SOMICO, 21, rue de Tehran, 75008 Paris. Telex, 280662; telephone, 522-8860. P-76412.

3569 — GERMANY — Seeks license to manufacture **garbage disposal units including shredders, compactors and incinerators.** Also interested in producing **conveyor belts and bucket conveyors** used with such equipment. Company presently produces heavy duty shredders, signaling devices for German Railroad System, and shipping containers. Employs 80. Is part of organization with extensive metal fabrication interests. Guenther Stuempel, Mgr., Osnabruecker Metallwerke J. Kampschulte & Co., Hannoversche Str. 91-95, Postfach 3449, 4500 Osnabrueck. P-76382.

3600—MOROCCO—Seeks joint venture with U.S. firm for assembly and possible manufacture of **various electronic components,** such as terminals, semi-conductors, small computers. Total investment would be around $4 million. Possible local financing up to 60 percent. Potential markets include, Morocco, West Africa, Near East, North Africa and possibly U.S. Firm also desires technical assistance. Paid in capital by U.S. partner will be used to help purchase U.S. equipment. Abdenbi Jaidi, SELEC, Societe D'Etudes Electroniques, S.A., 20, Rue Marnissi, Souissi, Rabat. P-76400. OPIC.

3613—SWITZERLAND—Seeks license to manufacture **miniature circuit breakers** for distribution in Europe. Breakers should be in accordance with U.S. and European VED/Semko standards. Company presently produces fuses, fuse holders, rotary switches, voltage selectors and similar electric components. Employs 380, exports 40 percent of production. Urs Kaufmann, V. Dir., H. Schurter AG, Werkhofstrasse 8, P.O.B. 304, CH-6002 Luzern. P-76394.

3631—GUYANA—Seeks license to manufacture **gas ranges and ovens** using LPG. M. Brassington, Guyana Refrigerators Ltd., P. O. Box 244, Georgetown. Cable, GUYFRIDGE GEORGETOWN; telephone, 061-365/7. P-76389. OPIC.

3711, 3751—UNITED KINGDOM—Small manufacturer of station wagons and convertibles is interested in manufacturing or assembling under license **motorcycles or all terrain vehicles.** Established 1960, employs 22, reports annual sales of $400,000. G. D. McMullan, Dir., Crayford Auto Development Ltd., High St., Westerham, Kent, England. P-76388.

3714—FRANCE — Manufacturer interested in producing under license **automotive equipment or accessories** and any technical equipment for industries which could be produced in its iron foundry. Employs 400, has good distribution network, reports annual sales of $13 million. Lionel Vessiere, Ets. Chenesseau, 19 avenue de la Liberation, B.P. 2239, 45012 Orleans Cedex. Telex, 780 154; telephone, 38-87-81-00. P-76414.

3714, 3751—TAIWAN—Manufacturer of aluminum alloys used by local manufacturers of automobile and motorcycle engine parts plans to build casting plant in industrial park near new international airport. Projected plant, 5 acres in area, will be completed in mid 1977. Potential U.S. collaborators are sought to produce **high precision and quality automobile and motorcycle engine parts** for domestic and export markets under licensing agreement. Joint venture would be considered if majority ownership were reserved for local shareholders. Firm reports 1975 annual sales of $7.8 million. Contact: Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-76408.

3731—COLOMBIA—Fishing cooperative seeks U.S. investors to provide **boats** and technical assistance. Cooperative has several 18-ft. boats, needs large boats capable of carrying smaller boats 60 mi. to fishing grounds and then taking aboard catch. Refrigeration facilities also needed. Father Martin Taylor, Isla De Providencia. P-76409.

3825, 3612—GERMANY—Desires licensing agreement for production of following product lines: **current transformers and shunts, speed regulating and recording devices, three-phase sequence indicators, decimal resistors, and electrical measuring and controlling instruments.** Firm is particularly interested in purchasing U.S. equipment of novel design. Established 1956; employs 180. Presently manufactures aforementioned products. Helmut Erb, Helmut Erb Elektrische Messtechnik, Max Plank Strasse 14-16, D-6 Berger-Enheim. Telephone, 06194-32115; telex, 04185940. P-76403.

3873—FRANCE—Seeks licensing arrangement for manufacture of **components and modules** for electronic watches, as well as tools and equipment for production of electronic timepieces. P. George, Director General, CETEHOR, French Watch Technical Center, 39 Ave. De L'Observatoire, 25000 Besancon. Telephone: 80-39-91. P-76399.

7011—ECUADOR — U.S. investors are sought for establishment of **250-room hotel** in five-star category. Total of about $10 million is required, of which U.S. investor would contribute $2.2 million. Ecuadorean Government and private sources would supply remainder. Feasibility study for project has already been completed. Overseas Products & Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-76416. OPIC.

Licensing In U.S.

For additional information on these opportunities to manufacture foreign firms' products in the United States under a licensing agreement or in partnership, write the Domestic Investment Services Staff, Bureau of International Commerce, Room 4020, U.S. Department of Commerce, Washington, D.C. 20230 (202-377-2248), referring to the appropriate file number.

AUSTRIA—Established firm wishes to make arrangements with U.S. firms interested in producing their potential **storage devices for musical tape cassettes** made of plastic materials. File 3015

FRANCE—Joint venture is proposed by French firm with U.S. firm to make and sell its line of **illuminated and/or luminous outdoor signs.** Patented product uses horizontal slats of metals and plastics (like louvers). File 3016

GERMANY—Firm wishes contact with U.S. firm capable of making its line of **synthetic resin-plasters and wall coverings** and **dispersion paints and lacquers** based on acryl-resin under license. File 3017

GERMANY—Company seeks U.S. licenses for its **ion exchanging equipment,** fully automatic, used for water softening, partial sludging, purification of drinking water, and other purposes. File 3018

GERMANY—Industrial group seeks U.S. firm to form joint venture to manufacture and distribute **children's and adults' sandals with walled edges** to prevent penetration of sand or dirt. File 3019.

GERMANY—Old established firm wishes to form joint venture with U.S. firm to manufacture and distribute its **elevatable truck backboard** for easier loading of cargo. File 3020

GERMANY—Firm offers licenses to appropriate U.S. firms to produce **solid/liquid waste transport system.** Patented system carries slurry of mixed garbage and solid (including plastic) trash from reduction mill to containers or other disposal sites. File 3021

GERMANY—Firm presently manufacturing and marketing throughout Germany, Holland and France seeks U.S. licensee to make its patented **automatic hog feeding machines.** File 3022

GERMANY — Well known, respected large West German firm seeks cooperation arrangement with medium-sized U.S. manufacturer in production and installation of **aluminum single-phase busducts for power plant projects** in U.S. File 3023

GERMANY—Old established firm, manufacturing special machinery for quarry industry seeks joint venture and contract work with U.S. firm to make **stone crushers, sieves, screens, steel structures and supports, mufflers and related equipment.** File 3024

ITALY—Large manufacturer of electrical devices including generators, automobile alternators and locomotive parts seeks contact with U.S. firms for licensing arrangements on (a) **pumps,** high potency for industrial use, i.e., chemical industry, land irrigation; and (b) **security systems for bank and federal buildings.** File 3025

SWITZERLAND—Medium sized manufacturer of PH **measuring instruments and related laboratory and process control devices** seeks U.S. licensee for its instruments for application in pollution control, laboratories, process control (in line) and field use. File 3026

SWITZERLAND—Firm seeks U.S. licensee for its **filters and filtering systems** for separation of solids from liquids in indstrial pollution control, and **oil-water separation systems** (centrifuges, band-type filters) for industrial waste water treatment. File 3027

UNITED KINGDOM—Firm specializing in sterilizing equipment, stoppers for sterile fluids and sealing equipment seeks U.S. licensee to manufacture its patented rubber stoppers for sterile pharmaceutical products. File 3028

UNITED KINGDOM—Large, established firm employing some 3,600 employees seeks U.S. licensee to produce its **synthetic resins.** Also manufactures printing inks, paint and other surface coatings. File 3029

GERMANY—Company wishes to license production in U.S. of its **refuse shredders and incinerating equipment.** Heavy-duty shredder is capable of reducing refuse to about one-fifth of its original volume and of handling bulky containers such as barrels. Units can be designed for stationary or mobile use by industries, institutions, and municipalities. File 2689-R

Honduras Animal Health Program Needs Equipment

In Honduras, Leonidas Rosa, Proveedor General, Proveeduria General de la Republica, Calle Morelos 310, Apartado Postal 117, Tegucigalpa, D.C., is inviting firms to bid on equipment for the Animal Health Program of the Ministry of Natural Resources for eradication of bovine brucelosis and tuberculosis.

Equipment sought is veterinary medical: metallic syringes, needles, rubber stoppers, thermometers, test pipes, wire steps, inks, crayons, tatooers, stainless steel buckets, etc. Disinfection: portable pumps, motor sprinkler, manual floor pumps. Clinical equipment: cutmeters, speculum, stainless steel containers, sets of equipment for necropsia. Disinfectants: iodated and formulated.

Protection: adjustable helmets, rubber boots, rubber capes, field cots. Overalls: cotton material overalls. Handling of animals: saddles, riding equipment, branding irons, ropes. Transport of instruments: leather and wooden cases. Transport of biologicals: metal thermos bottles or ice boxes.

Complementary equipment: plastic barrels, blowpipes, flashlights, gasoline lanterns, kerosene stoves. Brushes & sponges: plastic sponges, rectangular and round brushes for cleaning tubes (pipes).

Office equipment: office supplies, metal or plastic pencil sharpeners, metal staplers, staples, punches, staple removers, pressure sensitive tapes (scotch tape). Drawing: table lamps, linear drawing equipment, letter molds. Metal and wood furniture: desks, chairs, files, tables.

Telecommunications: telephone central and apparatus. Electrical appliances: water coolers, floor fans. Control clocks: time clocks & watch clocks. Security safe: variable combination safe. Cleaning & security equipment: self-propelled lawn mower, gasoline motor lawn mower, fire extinguishers. Electric typewriters: standard & long carriage. Manual typewriters: standard & long carriage. Electronic & manual calculators: screen & printing electronic and manual calculators.

Advertising equipment: Printing: electric mimeograph, electronic copier, paper folding machine, stencils, offset mats, ribbons, correction fluid, stapler, paper cutters and offset pencils. Training: slide projector, rear view projector, micro & macro projection equipment with movable plate. Filming & photography: photographic cameras, 35 mm., super-8 movie cameras, filming lights, 16 mm. and super-8 movie projectors, slide projectors, movie projection screens for movie cameras & photographic cameras. Sound: amplifying equipment with loudspeaker, spool & casette recorders, reproducers, record player, microphones, megaphones, dictaphones, tapes, records.

Generators: Two 2500-watt generators & one 750-watt generator, all to be powered by four-cycle gasoline motors. Communication equipment: radiotelephones: radiotelephones of 100 & 40 watts output, rural telephone system, complete units. Refrigeration equipment: electric refrigerators for 12-volt electric current; kerosene refrigerators; cool room unit; freezer, airconditioning units.

Tender financed with IDB Loan 395/SF-HO. Complete details on above equipment are found in bid documents, which must be obtained from address above for 30 Lempiras (U.S. $15) prior to submitting offers. Refer to Bid No. 35176 in all correspondence. Bid deadline is July 5.

FOREIGN TRADE INQUIRIES

These trade opportunities are based on reports received from the U.S. Foreign Service—Department of State by the Trade Opportunities Division, Room 2323, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1972 Census of Manufactures.

U.S. firms should be aware that the listing in Commerce America *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

WTDR indicates that a World Traders Data Report on this specific firm is available at $15 from the Export Information Division, Room 1313, U.S. Department of Commerce, Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDRs and request forms are available at each Commerce District Office.

The mark (●) indicates that this trade opportunity is a request for bids by a foreign government agency.

Direct Sales

Miscellaneous marine products

0919XXX — GERMANY — Shell novelties—cyprae tigris linne; lambis lambis; murex ramosus; cypraecassis rufa; strombus rigas; tritonis assort; haliotis; cypraea cervus linne; fasciolaria tulipa linne. Well established dealers in novelties. Reply to—Herr Walter Hofacker, Walter Hofacker, 2330 Eckernfoerde, Jungfernstieg 32-34. Tel 0435 1 2989.

Coal

1211XXX—GREECE — Bituminous coal. Larco, one of largest Greek corporations acting as producer, distributor and exporter of ferronickel, will invite bids for supply of bituminous coal to cover needs of processing plant at Larymna (about 120 kilometers north of Athens). Annual import estimates at 100,000-150,000 tons. Now imports from various countries but wishes to locate a sole and permanent supplier. Larco mainly interested in coal producers rather than coal dealers. U.S. firms urged to submit proposals ASAP. Larco is considered excellent trade contact. WTDR 11/74. Reply to—M. Bouyouri, 1 Voulgaroktonou St., Athens 705. Tel 619328; telex 21-5047; cable Larconickel.

Construction

● **16100, 16200—GUATEMALA** — Guatemalan Ministry of Communications and Public Works has announced a call to bid for construction work of 11 highway culverts and 7 bridges on Project CDA-11-5-TBP, "Stanta Cruz del Quiche!—Joybaj." All information, specifications and plans for this tender are available at Technical Division of Guatemalan Highway Bureau (Direccion General de Caminos), Finca La Aurora, Zona 13, Guatemala City, in exchange for: (a)—1,000 sheets of 80 g., white, letter-size mimeograph paper; (b)—8,000 sheets of 80 g., white, legal-size Xerox copy paper; (c)—75 yd. heliographic (blue print) paper, 42 inches wide.

Only offers from Guatemalan, Central American and U.S. construction firms and/or associates, as well as other eligible countries which are members of Inter-American Development Bank will be accepted and they should be registered with prequalifying register of Guatemalan Highway Bureau, at least 20 days prior to date set for opening of bids, July 2.

Offer must be presented in Spanish in sealed envelope with description of contents and name and address of bidder on outside of envelope to Deparamento de Bienes Y Licitaciones, 3A. Calle 3-49, Zona 1, Guatemala City.

Heavy construction

● **16200—IVORY COAST**—Port of Abidjan is calling for bids for construction of 2 piers, Nos. 23 and 24. Bid is divided into 7 lots: Lot 1, store wall; Lot 2, facing (revetment); Lot 3, sewerage; Lot 4, water supply; Lot 5, railway; Lot 6, telephone conduit; and Lot 7, electricity. Bidder must bid for all 7 lots, each bearing a unit price. Specifications for bids can be obtained from Monsieur Le Directeur General du Port Autonome, P.O. Box V 85, Abidjan. Specifications cost 50,000 FCFA ($215). Correspondence should be in French by registered mail. Bidder should follow up with cable to Directeur du Port giving reference, the date and number of bid. All further inquiries should be sent to above address. Bid deadline, Sept. 19.

● **16200 — KENYA** — City Council of Nairobi invites applications from contractors/suppliers desirous of being prequalified to receive invitations to tender for: (a)—trunk sewer, Contract WSD/1/76, for construction of approximately 12km. of sewers together with river crossings, manholes and other ancillary works, along Nairobi River Valley east of city. Tender documents allow for alternative of box culverts of concrete pipe construction and sizes range from 1,200 mm.- to 2,000 mm.-diameter pipes or culverts with equiva-

lent sections; (b)—sewage treatment works, Contract No. WSD/2/76, for construction of sewage treatment works with capacity of 30,000 3D/ site on Dandora Sisal Estate, approx. 20 km. east of city center and comprising inlet works with mechanical screens and detritor, two sets of stabilization ponds parallel to each other consisting of four ponds, outlet channels, office accommodations, housing and ancillary works.

Construction is expected to commence in October, and be completed by April 1978. Tender documents will be available in June from consulting engineer: Viak E. A. Ltd., Diamond Trust Bldg., Government Road, P.O. Box 74259, Nairobi. Contractors intending to apply for documents are requested to indicate intention in writing to consulting engineers as soon as possible, upon receipt of which further preliminary information will be issued. Project is being financed partly by IBRD.

● **16200—THAILAND** — Tenders invited for construction of civil work features of Pattani Dam and Power House in southern Thailand. Works consist of two 400 m. long, 7 m. diameter diversion tunnels; one 85 m. high, 500 m. long earth and rockfill dam; large gated chute concrete spillway; concrete power intake; excavation and concrete lining for 180 m. long, 6 m. diameter power conduit with trifurcation and bifurcation; stilling and exit basins and tailrace; and 32 x 55 m. concrete power house with appurtenant facilities except electro-mechanical equipment.

Project is financed by IBRD General Fund loan. Tender documents may be purchased at $200 for first set and $100 for each additional set, from Foreign Procurement Division, Electricity Generating Authority of Thailand, Nonthaburi, Thailand, or from Sverdrup & Parcel & Assoc., Inc., 417 Montgomery St., San Francisco, Calif. 94104. Tender identification no., EGAT-PN-T1. Bid deadline, Oct. 1.

Wood products

● **24990, 32720—COLOMBIA** — Division de Materiales, Empresa de Telefonos de Bogota, Carrera 7, No. 20-37, of 902, Bogota, has issued tender no. 10-76 for supply of 3,000 telephone poles, either metal or concrete. Bid deadline, July 28. Guarantee bond of 1 percent of bid price is required. Bids must be made through local agent or representative. Copy of specifications available at above address for 1,000 pesos (US$30) for first copy and 500 pesos (US$15) for each additional copy.

Household furniture

25150—ECUADOR—Bedding, hotel type; twin, double and queen sizes. Hotel in process of adding 400-bed wing. Manufacturers only to notify manager of interest promptly by cable and he will forward specifications. Duty-free entry. Contact Jean-Claude Koster, Mgr., Hotel Colon International, Avenida Amazonas Y Patria, Quito.

Drugs

● **28340—SRI LANKA** — Tender invitation no. DHS/7/4. Pharmaceutical preparations. Closing date, July 21. Documents available from U.S. Department of Commerce, Room 2104, Washington, D.C. 20230; telephone, 202-377-2239.

Gum, wood chemicals

● **28600 — SRI LANKA** — Formic acid, 1,000 metric tons 85 percent or higher for manufacture of rubber. Tender number TQ7/76/3. Bid deadline July 5 at 2:30 P.M. Tenders in duplicate should be forwarded to the Chairman, Tender Board, Sri Lanka State Trading (General) Corp., P.O. 1686, 119 Wekanda Road, Colombo 2, Sri Lanka. Copy of tender documents and specifications available from the Chemicals and Rubber Program, Materials Division, Room 2100, U.S. Department of Commerce, Washington, D.C. 20230, 202-377-3464. Review copy also available at the U.S. Department of Commerce District Office, Federal Bldg., 450 Golden Gate Ave., San Francisco, Calif. 94102. Telephone 415-556-5868.

Construction, mining, materials handling machinery, equipment

● **35300—INDIA**—Bentonite mixing plant and accessories. Tender No. S/35/76/GT; bid deadline, Sept. 3, 1430 hours. Controller of Stores, Metropolitan Transport Project (Railways), 12 Mission Row, 3rd Floor, Calcutta 700001. Bidders should procure tender documents from above address with payment of RS 30 ($3.36).

Metalworking machinery

3546135, 3546261, 3423198 — FRANCE—Electric, pneumatic & manual operated hand staplers & riveters (portable) for industrial & do-it-yourself use. Limited liability co., capitalized at $110,000, is importer & distrib. of industrial staplers, riveters & fasteners. Exclus. sales agent for German concern Honsel in France where it has 15 traveling salesmen. Exports to many European & N. African countries. Annual sales exceed $2,000,000. Wishes represent U.S. mfrs. of staplers & fasteners which are complementary to present range of products. Enjoys excellent credit rating & recommended as trade partner for U.S. concerns. Excl. distr. Reply to—Mr. Nicoli, Sales Mgr., Fixam, S.A.R.L., 10 Rue Vauban, 67450 Mundolsheim. Telex: 890622; phone: 88-32.06.45.

Office, computing, accounting machines

● **35730—TURKEY**—Milli Egitim Bakanligi, Tal Im Ve Terbiye Dairesi Baskanligi, Besevler, Ankara (Ministry of Education) has issued tender for supply of data processing system, three simultaneous type, minimum 120 K. byte memory, multi-language system, with 9-track magnetic tape, magnetic disk unit, card perforator, card reader, line printer, and optical evaluator. Bid deadline, July 1. Delivery period to be quoted by officers. Copy of specifications available from Modern Translation Bureau, Karanfil Sokak 36/7, Yenischir, Ankara, for US$30. Document reference number is 7950.

Communications equipment

● **36610—COLOMBIA**—Empresa de Telefonos de Bogota, Carrera 7, No. 20-37, of 902, Bogota, has issued tender no. 12/76 for supply of mobile telephone exchanges for 6,000 lines. Bid deadline, July 8. Bidders must post guarantee bond of 500,000 pesos (about $14,500). All bids must be submitted by local agent or representative. Copy of specifications available from above address for 10,000 pesos (US$290) for first copy and 500 pesos (US$15) for each additional copy.

● **36610—PAKISTAN** — Telegraph and Telephone Directorate General, Near Zero Point, Islamabad, has issued tender no. PR.3-26/75/812 for supply of telephone charge analyzer and traffic measuring unit. Bid deadline, July 5. Bids should include separate quotations for recommended essential maintenance spares to meet minimum requirements for two years. Copy of specifications available on short-term loan to firms located in the U.S. from Science and Electronics Div., Room 1006, U.S. Department of Commerce, Washington, D.C. 20230; telephone, 202-377-5569.

● **36620—GREECE** — Eleimon Mantouvalos, Dir., Interurban and Special Passenger Transportation Directorate, Ministry of Transport and Communications, Directorate D, 13, Xenophontos St., Athens, has issued tender for supply and operation of radio communication system for fleet of 2,000 to 2,500 taxicabs, to increase to 12,000 cabs. Copy of specifications in Greek available from address above free of charge.

● **36620—MALAYSIA**—Director General, Malaysia Meteorological Service, Jalan Sultan, Petaling Jaya, Selangor, has issued tender for supply and installation of radiosonde ground equipment, wind finding radar and storm warning radar. Bid deadline, July 16. Copy of specifications available from above address.

● **36620—GREECE** — Ministry of Commerce, State Purchasing Directorate, 20 Kanningos St., Athens, Greece, has issued tender no. 294/1976 for the supply of 60 base stations, 120 car transceivers and 200 portable transceivers for the Ministry of Agriculture. Bid deadline is July 7. Copy of specifications available free from above address.

Electrical machinery, equipment, supplies

● **36930—HONDURAS** — Lic. Leonidas Rosa B., Proveedor General, Proveeduria General de la Republica, Calle Morelos No. 310, Aptdo. No. 177, Tegucigalpa, D.C., has issued tender no. 37-76 for supply of X-ray equipment including X-ray generators, and units for urography, tomography, general radiography, craniography and mamography. Work includes installation, repair and relocation of existing X-ray equipment, relocation of cobalt bomb, all in accord with bid documents. Bid deadline, July 5. Copy of specifications available from address above for 50 lempiras (US$25) per set.

● **36930—KOREA**—The Office of Supply, Government of the Republic of Korea, Seoul, Korea, has issued tender no. KFX-76085-PIII for the supply of one set, wire rope tester, 3 sets, metallurgical X-ray equipment, hydraulic props for use in mines, and three sets, barometers with alarms. Bid deadline is July 6. Copy of specifications available from above address.

Scrap & waste materials

5093XXX—ITALY — Waste paper: new brown kraft cuttings, bag waste & envelope cuttings; publication blanks; flyleaf shavings; soft white shavings; super white ledger; printed bleached sulphate cuttings. Estimated sales of about 600 tons monthly. Cartiera Vallagarina is a paper mill and seeks the above waste paper for use in its mill. Enjoys a good reputation. Reply to — Guido Grosso Nicolin, Technical Mgr., Cartiera Vallagarina S.P.A., 38060 Villagarina (Tento). Tel. (0464) 30036.

5093XXX—PORTUGAL — Used rails for reuse in Portugal. Standard tee rails (over 60 lb. per yd.), and other rails, including light (60 lb. per yd. and under).

Established 1945, capital 1 million escudos, annual sales 19 million escudos. Importer and dealer of ferrous and non-ferrous metals. Foundry of non-ferrous metals. Good contact for interested U.S. firms. David Barbosa, David Barbosa & Ca., Lda., Rua de Sousa Aroso, 722, Matosinhos. Cable Dabacol, Matosinhos; telex 22510 Dabaco-P; tel 681782.

Antique secondhand stores

5931XXX — EGYPT — Supply of large quantity used men's clothing: suits, trousers, coats, etc. Also women's & children's. Supply of 100,000 used blankets, wool or blended fibers. Buyer prepared to purchase unlimited quantities. Requests prices c.i.f. Port Said. Write or cable—Abdel Messih Hebeish, A. Hebeish & Sons, 9 El Matba El Alheia, Boulak, Cairo. Cable: Hebeischo, Cairo; tel 866703; telex 2329 If Un Attn: A. Hebeish.

Commercial photography

● **7333XXX—NIGERIA** — Federal Ministry of Works invites tenders for aerial photography of an area approximately 780 sq. km. Interested companies can obtain specifications for aerial coverage including map of project area from Office of the Director, Survey and Lands Division, Federal Ministry of Works, Lagos, for a non-refundable deposit of 20 naira.

Business services

73900—COSTA RICA — Institution Nacional de Fomento Cooperativo, Costa Rican Government's National Institute for Cooperative Development, is seeking to contract services to provide technical assistance in following areas: planning & evaluation; financing; marketing; programming of technical assistance; education & capacitation, and short-term technical assistance in different fields. Bid is financed by Agency for International Development. To participate, firm must be registered with AID, Washington, D.C. 20523. Participation guarantee of approx. U.S.$585.50 for each area in which technical assistance offered, and performance guarantee of 5 percent of total value of offer required. Estimated value of bid exceeds U.S. $200,000. Prequalification deadline July 19. Contract(s) for services will be awarded on basis of evidence of competence and reputation presented. Conditions and requirements must be obtained from Ing. Btmivar Cruz, Dir. Ejecutivo INFOCOOP, Institution Nacional de Fomento Cooperativo, Aptdo 10103, San Jose. Tel. 23 43 55.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Industrial chemicals

2816XXX, 3274071, 32950XX—SWEDEN —Carbon blacks (fillers); metallic stearate to be used for surface coating systems for mineral pigments (fillers). Mineral pigments (fillers), e.g., whiting, dolomite, talc, mica, etc.; surface conditioning products. Medium to large co. mines, crushes & sorts white marble, & mfrs. & distributes facade plaster. Financially sound & meets business obligations promptly. Highly recommended trade contact. Very eager to find suppliers & plans send rep to U.S. later this year to visit interested U.S. firms. Reply ASAP to Sten Ullerud, Ernstrom Mineral AB, Ribbingsgatan 11, S-703 63 Orebro. Cable Ernmin; telex 73395; tel 019/12 45 00.

Plastic products

3079698, 3531639 — VENEZUELA — Fiberglass waffle forms for concrete construction of ceilings: sizes 30 x 30 x 12 in.; 30 x 30 x 14 in.; 30 x 20 x 16 in. Quote 22,000 units c.i.f. La Guaira. Also concrete batch plants, capacity up to 30 cu. meters/hr. Molina-Duarte is an important Venezuelan businessman with good business connections in financial & commercial circles of country. Reply to Simon Molina-Duarte, Naranjo, Castillo & Molina, Edificio Normandie, Of. 309, Avenida Vollmer, Urb., San Bernardino, Caracas, D.F. Tel 51 76 74/51 79 59; Cable Cenaran.

Glass, glassware

322912X — AUSTRALIA — Stemware, drinking glasses of all types. Firm is very large supplier of glasses to Australian retail market. Now looking for high volume imports from U.S. mfrs. of glasses. Exclusive agent/distr. Reply to—Bruce Marich, Dir., Peter Marich & Co. Pty. Ltd., 4-14 Dickson Ave., Artarmon, N.S.W. 2064. Telex 25711; tel 439 4044.

Important Notice

Most member countries of the League of Arab States employ a secondary boycott against foreign firms which undertake certain specific types of business relationships with the State of Israel. The Commerce Department will not disseminate or make available for inspection any tenders or trade opportunity documents which contain conditions intended to support such boycotts, or which are based on documents known to contain such provisions. Trade or investment opportunities published herein are not presently known to be subject to such conditions. However, it is possible that U.S. firms responding to opportunities from Arab countries may be asked at some stage of a transaction to participate in an Arab boycott-related restrictive trade practice as defined in the Department's Export Administration Regulations (15 CFR, Part 369 et. seq.).

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Metal stampings

3469413—GERMANY — Pressure cookers for cooking chickens in oil; operated with gas or electricity. W. Berlin agent wants to act as agent for U.S. mfrs. of above in W. Berlin & W. German markets. Quote c.i.f. W. German port if possible. Reply to — Herrn Albert Dawndian, Hohenzollerndamm 15, 1000 Berlin 31. Tel (040) 861-15-50.

3469913—UNITED KINGDOM — Household cooking & kitchen utensils. Firm, in conjunction with Euracord Mkt. & Publicity Ltd., act as agents for import & export business, sales promotion & premium gifts. Representation offered for whole of Europe. Reply to—Mr. R. Dini, Mng. Dir., Live Services, Ltd., 9 Cecil Park, Pinner, Middlesex HA5 5HJ. Tel 01-868 295L/2/3; telex 888941 Live Pinner; cable Live Pinner.

Fabricated metal products

3494321—SWEDEN—Forged steel valves; gate, globe & check; dimension: ½"; screwed ends; welded bonnet, 800 p.s.i. Founded 1911, has annual turnover of about skr. 20 million. Specializes in marine equip. & represents number of U.K. firms. According to local credit sources, well-estab. & has capable management. Considered financially sound & has met business obligations satisfactorily. Reply to—Curt Bjorlid, C. A. Clase AB, Fack, S-401 10 Goteborg. Telex, 20696 ALBION; Tel, 031/54 01 50.

3496111—EGYPT — Large quantities of steel wire rope. Large Egyptian importer, agent/distr., but requests suppliers' responses to P.O. Box address in Athens office. Reply or cable to—Mohamed Said, Engineer, Itaco, 21 Voukourestuou St., POB 1435, Athens. Cable YAREDCO, Athens; tel, 62 0527; telex, 219356.

Construction, mining, materials handling machinery, equipment

3532150—AUSTRALIA—Dry process coal cleaning plant & plant for recovering fines. Full details required incl. specific gravity range of coal to be treated, capacity, ability to remove sulphur, effect on rao coal moisture. Detailed product literature & quotation requested. Coal at present is being washed, but certain types of coal from open cut mines cannot be cleaned by washing. There is great potential for dry process. Would entertain joint venture or licensing. WTDR held; co. is long estab. Excl. distr. Reply to—Mr. K. Jones, Sales Mgr., Parbury Henty & Co. Pty. Ltd., G.P.O. Box 1491, Sydney, N.S.W. 2001. Cable Parmeng.

Metalworking machinery

35415XX — VENEZUELA — Lathes, numerically controlled in coordinates X and Y; 500 mm turning radius, 1,500 mm between points, 30 hp; turret w/6 tools, speed 25-2,500 rpm constantly variable electric power 115/20 PV, 60C with tape perforator & optical reader with min. speed 120 characters/sec. Molina-Duarte is important Venezuelan businessman with good business connections in financial & commercial circles of country. Reply to Simon Molina-Duarte, Naranjo, Castillo & Molina, Edificio Normandie, Of. 309, Avenida Vollmer, Urb., San Bernardino, Caracas, D.F. Tel 51 76 74/51 79 59; cable Cenaran.

Special industrial machinery

3555569 — MOROCCO — Engraving machine with electric engine attached, to engrave on all surfaces (metal, wood, plastic, etc.). Mfrs. agent seeks U.S. mfrs. of above for exclusive agency. Requests illustrated catalogs, price lists. Reply to—Hamid Capatas, VPCMAG, 187 Blvd. Lalla Yacout, Casablanca. Tel, 27-25-37.

3559589—MOROCCO—Complete unit for mfg. electrical incandescent lamps. Should incl. oven, glass blowing machinery, vacuum device & all needed accessories & attachments. Excl. agency. Reply to Alex Daligault, Docal S.A., 31 Rue Claude Larrain, Casablanca. Telex, 25-59-30.

Electrical lighting, wiring equipment

3642111—MOROCCO — Steel wire rope & cables for use in construction, mining & materials handling operations. Imports & distributes materials handling equip. Excl. distr. Reply to—Alem El Maati, Maghrepic, 10, Bld de Bourel, Casablanca. Tel, 24-49-10; telex, 23752.

3645117—ITALY — Lighting fixtures for caravans. Importer, wholesaler & agent of camping goods & caravan accessories. Interested in all items which can be used in camping & caravans. Has 15 employees & reps. covering all Italy. Represents French, German, U.K., Austrian, & Dutch firms in camping & caravan sectors. Enjoys good reputation. Reply to Roland Brunner, Owner, Via Firenze 51, 39100 Bolzano. Tel, 0471-917139.

Communications equipment

3662681 — PHILIPPINES — Automatic door openers. Estab. 1968. Acts as importer, indenter & distr. of centralized air-conditioning spare parts, electrical equip., pneumatic controls & other equip. Management wishes receive trade offers from mfrs/suppliers which it could represent on excl. basis. Bank ref: Security Bank & Trust Co., Makati, Rizal. Reply to Ricardo M. Manaloto, Pres. & Gen. Mgr., Unitech Engineering Corp., P.O. Box 677 MCC, Makati, Rizal. Cable Unitech Manila.

Electrical machinery, equipment supplies

3699211 — EGYPT — Runway lights for 3100 m. runway with parallel taxiway at Luxor Airport. Wants initial responses by cable followed by catalogs & price lists to P.O. Box address. Prices f.o.b. shipping point. Offers should incl. 5 percent commission for Mr. Farrag. Reply & cable to: Kamal Farrag, Mgr., Kamal Farrag Office, P.O. Box 808, Cairo. Cable, NUCTELCOM, Cairo; tel, 25325.

Iron, steel industries

3829334—EGYPT — Supply 10,000 long bulb medical thermometers. Requests f.o.b. prices & catalogs. Write or cable—Dr. Nadia H. Khairy, Khairy Scientific Office, 33 Mohiel Din Aboul Ezz, Dokki, Giza, Cairo. Cable P.O. Box 882, Cairo; tel 857831.

Scrap & waste materials

5093XXX—EGYPT — Supply of 110,000 tons of scrap iron HMS No. 1; supply of 40,000 tons of scrap iron in bundles N. 2. Requests price f.o.b. and c.i.f. Alexandria; government tender to be announced in May. Total value estimated at $15 million. Buyer requests agency arrangements and requests replies to: Itaco, 21 Toukou Ristiou, P.O. Box 1435, Athens; cable: Yared Co., Athens. Mr. Said has very good reputation in banking and business community in Egypt. Write or cable to—Mohamed H. Said, Itaco, 2 Sherif St., Cairo. Cable: Antyar, Cairo; tel: 46732 and 54191.

5093XXX—KOREA—Copper scrap, birch or cliff grade (NASMI): 3,000 m/t. Est. unit cost c.i.f. $1,000. Requires suppliers' c.i.f. Pusan quotations incl. sales commission, delivery terms & proposals for agency. Subject firm is registered offer agent, official status required in Korea to represent foreign suppliers & submit quotations in own name. Estab. 1973; has 5 salesmen. WTDR in prep. Reply to, or cable: Y. S. Kim, Pres., Tae Won Industrial Co., CPO Box 3898, Seoul 100. Cable ROKTAEWON Seoul; tel, 28-5181.

Future Construction Abroad

ALGERIA—State Feeds Monopoly is seeking bidders for construction of one **turnkey plant for hatching of breeder eggs.** Starting capacity, 50,000 eggs. Offers must include technical assistance, training of personnel and civil work and remain valid for 90 days past bid deadline, now set for July 26, postmark acceptable. Firms should submit their offers via registered mail to ONAB, 25 Blvd. Zirout Youcef, Algiers. Cable, ONAB ALGER; telex, 52913. French tender documents and blueprints cost DA 100 (about US $24) and are available from same address. All specifications metric. Correspondence and offer in French required.

ALGERIA—State Leather & Hide Monopoly is seeking bidders on construction of **turnkey tannery plant.** Closing date for bids, July 31. Offer remains valid 90 days past deadline. French tender documents cost DA 200 (about US $49) and may be obtained from SONIPEC, 100 Rue de Tripoli, B.P. 52, Alger Strasbourg, Hussein-Bey, Algiers. Cable, TAL ALGER; telex, 52832. Submit offers by registered mail to same address. All specs. metric. Correspondence and offer in French required. Interested U.S. firms are also requested to inform Economic/Commercial Section, U.S. Embassy, Algiers, U.S. Department of State, Washington, D.C. 20520 and/or Andras F. Behr, BIC/CAGNE, U.S. Department of Commerce, Washington, D.C. 20230; telephone, 202-377-4441.

ALGERIA—State semoline monopoly is seeking bidders for **construction on 41 different sites of unknown number of silos** for storage of 3 million total metric tons of cereals. Each silo to have storage capacity of 50,000 to 140,000 metric tons. This tender includes three lots: (1) civil engineering work; (2) mechanical equipment; and (3) electrical equipment. French tender document costs DA 2,000 (about US $487) and is available from Direction de Development, SN SEMPAC, 6 Blvd. Zirout Youcef, Algiers. Cable, DCSEMPAC ALGER; telex, 52923 or 52907. Interested firms should send their offers to the above address no later than Sept. 6. All specifications metric. Correspondence and offer in French required. Firms are also requested to inform Andras F. Behr, BIC/CAGNE, U.S. Department of Commerce, Washington, D.C. 20230: telephone 202-377-4441.

The Overseas Private Investment Corp. (OPIC) offers political risk insurance to U.S. construction firms planning to submit bids on projects in certain developing countries, identified by the "OPIC" notation at the end of some items. For further information on OPIC's construction insurance program, write Information Officer, Overseas Private Investment Corp., Washington, D.C. 20527. Tel: 202-632-1854.

ALGERIA — State Metal Construction Corporation is seeking firms interested in constructing a **plant in Western Algeria to manufacture 8,000 boilers** per year for home use and an unknown quantity of **gas burners.** Power of boilers is 12,000 to 120,000 great calories/hour with and without flask. To obtain further information, send company representative or write as soon as possible, but no later than July 6. to: Direction Developpement, SN METAL, Route de Meftah, B.P. No. 25, El Harrach, Algiers. Correspondence must be in French and include references and past experience in constructing this type of plant. Offers must also be in French with metric specs. Please send copies of correspondence to: Cherie Loustaunau, CAGNE/BIC, U.S. Department of Commerce, Washington, D.C. 20230; phone 202-377-4441.

EGYPT — Frankfurt construction firm Jakob Mueller OHG has contract for erection of 17-story office building in Cairo with total floor space of 10,000 sq. m. The German firm, which will serve as general contractor, seeks U.S. firms capable of supplying, installing and servicing following components: **Heating and air conditioning systems; outside metal & interior partition walls; elevators; plumbing and sanitary systems.** Optimally, German firm is interested in working with U.S. suppliers that already have some presence in Cairo, which would facilitate installation and service. Interested U.S. suppliers/installers should contact: Herr Boecher, Direktor, Jakob Mueller OHG, Hoch & Tiefbau, Schmidtstrasse 51, D-6000 Frankfurt am Main; tel, 0611-730131; telex, 412492 LEHMANN. OPIC.

KUWAIT—Kuwaiti investors are interested in establishing plant to produce 15,000 **concrete blocks** per day and are seeking manufacturers of concrete block making machinery to supply necessary equipment. "High pressure compacting" method will be utilized, differing from conventional vibratory method in that no aggregate is used. Company using this process could capture large share of market due to Kuwait's building boom and lack of locally available aggregate. Value of project estimated at $1 million. Supplier company would also be expected to provide training, installation and initial maintenance. For additional information interested firms are requested to contact Dennis Michaud, U.S. Embassy, P.O. Box 77, Kuwait, and Andras F. Behr, BIC/CAGNE, U.S. Department of Commerce, Washington, D.C. 20230; telephone 202-377-4441.

LIBYA—Tenders are invited for supply, construction and erection of **gas contain-**

er factory, including all machinery and tools. Tender will be financed by Government of Libya through Libyan commercial bank. Interested companies should submit their bids no later than 1200 hours July 1 to Mehemmed Shtewinaa, Mgr., Metal Construction & Products Co., 32 Alkarama Gallery, 2nd floor, P.O. Box 2913, Tripoli. All tenders must be accompanied by guarantee equal to two percent of total value of bid. Tender documents are available from company's address upon payment of LD 50 (U.S. $170).

MOROCCO—Ministry of Agriculture is seeking bidders for supply and installation of **filtration and electro-mechanical equipment** for five pumping stations in R'Mel area south of Tangier (appears to be part of Zemamra project, 15,000 hectares). Project financed by Moroccan Central Government investment budget. Interested firms should submit their offers no later than 1200 hours July 14 to Monsieur le Directeur de l'ORMVAL, P.O. Box 48, Ksar el Kebir. Specifications and bidding file available from same address against payment of DH 500 (U.S. $114) plus postage through certified check to order of Monsieur l' Agent Comptable de l'ORMVAL. Correspondence in French preferred. Interested firms are also requested to inform Andras F. Behr, BIC/CAGNE, U.S. Department of Commerce, Washington, D.C. 20230; telephone 202-377-4441. OPIC.

MOROCCO—U.S. Government, through Agency for International Development, has approved loan to Government of Morocco for assistance in **supply of materials and equipment and construction of Doukkala sprinkler irrigation project** in Morocco. U.S. loan will be for supply, transportation, installation and testing of materials and equipment. Equipment and materials to be financed by U.S. loan must meet certain source and origin requirements. Project construction time is estimated to be 45 months. Doukkala "Zemamra" sprinkler irrigation project is located 90 miles southwest of Casablanca. Project area, approx. 15,000 hectares, is to include four water pumping stations and four water reservoirs plus ancillary structures.

USAID participation includes financing, procurement and installation of following separate components of equipment and construction: (1) Movable sprinkler equipment for 11,800 hectares—9-meter long pipe, 6-m. long pipe, gate hydrants, complete sprinkler units, tees for gate hydrants; (2) electro-mechanical equipment for three pump stations—six pumps of 720 liter/second capacity and 11 pumps of 340 liter/second capacity, all piping and fittings, all electrical materials, ventilating and handling equipment; (3) hydrants—supply and installation of irrigation hydrants, to include opening valve, pressure regulator, flow regulator and accessories, for 11,800 hectares; (4) construction and civil works—construction and civil works for three pump stations, approx. 22x26 m., 15x24 m. and 16x22 m. in size. Other equipment and construction under the project will be financed by external loan from another donor and/or by Government of Morocco. U.S. suppliers may wish to participate in joint ventures with Moroccan firms to perform the work.

Advertising by Government of Morocco was placed on April 12, for all items with preselection closing date of Aug. 2, for movable sprinkler equipment and construction of civil works. Final bid date for electro-mechanical equipment is June 15, and for hydrants Aug. 2. These are currently planned closing dates but are subject to extension. Additional information on prequalification, bidding materials, bid dates, etc., may be obtained from Monsieur le Directeur, ORMVAD Bureau des Marches, Charia el Jamaiaa el Arabia, El Jadida. Interested firms also requested to contact Andras F. Behr, BIC/CAGNE, U.S. Department of Commerce, Washington, D.C. 20230; telephone, 202-377-4441. OPIC.

SAUDI ARABIA—Local firm, Al-Dahiaan International Establishment for Trading and Contracting, P.O. Box 6220, Jidda, wishes to contact U.S. firms interested in bidding on project for **street cleaning and garbage collection** in the kingdom. U.S. firm would be expected to supply machinery and equipment and to deploy their own manpower, hired from within or brought from outside Saudi Arabia. Local firm will act as sponsor and provide all necessary assistance. Write: R. Dahlan, Commercial Dir., at above address. Firm estimates total value of project at approx. $30 million. Interested U.S. firms are also requested to inform Andras F. Behr, BIC/CAGNE, U.S. Department of Commerce, Washington, D.C. 20230; telephone, 202-377-4441.

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Visiting Buyers & Officials

SWEDEN—Curt Wilsson, Montoil AB, Bos 10079, S-100 55 Stockholm, agent/importer of chemicals, pharmaceuticals, paints, plastics, etc., is interested in representing U.S. producers of **pharmaceuticals, raw materials and chemicals for the food industry.** He will arrive in the United States June 5 for about two weeks. Mr. Wilsson may be contacted directly or through Terry Rettig, U.S. Department of Commerce, Foreign Buyer Program, Room 2322, Washington, D.C. 20230; phone, 202-377-3265.

BRAZIL—Filip Riwczes, Difitex S.A. Representacoes, Comercio e Importacao, Rua 24 de Maio 35, 170, Sao Paulo, agent for chemical raw materials, is interested in importing **phosphate rock, triple superphosphate, DAP, urea, ammonium sulfate.** He may be contacted directly or through Terry Rettig, address above.

AUSTRALIA—Geoffrey Frank and Pamela Gloria Andrews, Andrews Furnishings, 450 Burwood Highway, Wantirna Sth, Victoria 3152, are interested in importing **soft furnishings.** They may be contacted directly or through Terry Rettig, address above.

AUSTRALIA—R. J. McMahon, Mng. Dir., Harris & Nugent Pty. Ltd., 1345 Malvern Road, Malvern, Victoria 3144, will be attending the Chicago Home Furnishing Market June 20-25. He is specifically interested in **bedspreads, drapery and upholstery fabrics.** He may be contacted directly or through Terry Rettig, address above.

INDIA—Dr. Sam H. Dalal, Wimco Ltd., Indian Mercantile Chambers, Nicol Rd., Ballard Estate, Bombay 400-038, is interested in commercial information as well as technical and marketing collaboration for **meat and meat products.** His U.S. address beginning June 17 will be c/o American Express Co., Travel Division, 61 W. 51st St., New York, N.Y. 10019. He may be reached there or through Terry Rettig, address above.

JAPAN—Seishi Sakamoto, District Mgr., Osaka Branch Office, Sakamoto Trading Co., Ltd., Hanskin Bldg., 30 - go, 9-ban, Jonan-cho, Tennoji-ku, Osaka 543, is interested in **beverages and frozen foods for institutional use.** His firm currently distributes food servicing equipment, beverages and frozen foods. He may be contacted directly or through Terry Rettig, address above.

CHILE—Jorge Rigo-Righi, Industria Lechera Bresler S.A., Matta Vial 624636, Santiago, is interested in **ice-cream-making machinery and spare parts.** He may be contacted directly or through Terry Rettig, address above.

DENMARK—Asger Hansen, Det Danske Rengoringsselskab A/S (International Service System), 62 Rentemestervej, DK-2400, Copenhagen NV, is interested in products for **high-pressure cleaning, containerization, repair of damages caused by spilled oil.** He may be contacted directly or through the Royal Danish Consulate, One Embarcadero Center, Suite 1016, San Francisco, Calif. 94111, or through Terry Rettig, address above.

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Anchorage, 99501, 632 Sixth Ave., Hill Bldg., Suite 412 (907) 265-5307.

Atlanta, 30309, Suite 600, 1365 Peachtree St., N.E. (404) 526-6000.

Baltimore, 21202, 415 U.S. Customhouse, Gay and Lombard Sts. (301) 962-3560.

Birmingham, Ala., 35205, Suite 200-201. 908 S. 20th St. (205) 254-1331.

Boston, 02116, 10th Floor, 441 Stuart St. (617) 223-2312.

Buffalo, N.Y., 14202, Room 1312, Federal Bldg., 111 W. Huron St. (716) 842-3208.

Charleston, W.Va., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. (304) 343-6181, Ext. 375.

Cheyenne, Wyo., 82001, 6022 O'Mahoney Federal Center, 2120 Capitol Ave. (307) 778-2151.

Chicago, 60603, Room 1406, Mid-Continental Plaza Bldg., 55 E. Monroe St. (312) 353-4450.

Cincinnati, 45202, 10504 Federal Office Bldg., 550 Main St. (513) 684-2944.

Cleveland, 44114, Room 600, 666 Euclid Ave. (216) 522-4750.

Columbia, S.C., 29204, Forest Center, 2611 Forest Dr. (803) 765-5345.

Dallas, 75242, Room 7A5, 1100 Commerce St. (214) 749-1515.

Denver, 80202, Room 165, New Custom House, 19th and Stout Sts. (303) 837-3246.

Des Moines, Iowa, 50309, 609 Federal Bldg., 210 Walnut St. (515) 284-4222.

Detroit, 48226, 445 Federal Bldg., 231 W. Lafayette (313) 226-3650.

Greensboro, N.C. 27402, 203 Federal Bldg., W. Market St., P.O. Box 1950. (919) 275-9111, Ext. 345.

Hartford, Conn., 06103, Room 610-B, Federal Office Bldg., 450 Main St. (203) 244-3530.

Honolulu, 96813, 286 Alexander Young Bldg., 1015 Bishop St. (808) 546-8694.

Houston, 77002, 1017 Old Federal Bldg., 201 Fannin St. (713) 226-4231.

Indianapolis, 46204, 357 U.S. Courthouse & Federal Office Bldg., 46 E. Ohio St. (317) 269-6214.

Los Angeles, 90049, Room 800, 11777 San Vicente Blvd. (213)824-7591

Memphis, 38103, Room 710, 147 Jefferson Ave., (901) 534-3213.

Miami, 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. (305) 350-5267.

Milwaukee, 53202, 605 Federal Office Bldg., 517 E. Wisconsin Ave. (414) 224-3473.

Minneapolis, 55401, 218 Federal Bldg., 110 S. Fourth St. (612) 725-2133.

New Orleans, 70130, Room 432, International Trade Mart, 2 Canal St. (504) 589-6546.

New York, 10007, 37th Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. (212) 264-0634.

Newark, N.J., 07102, Gateway Bldg. (4th floor) Market St. & Penn Plaza (201) 645-6214.

Omaha, Neb., 68102, 1815 Capitol Ave., Suite 703A (402) 221-3665.

Philadelphia, 19106, 9448 Federal Bldg., 600 Arch St. (215) 597-2850.

Phoenix, Ariz., 85004, 508 Greater Arizona Savings Bldg., 112 N. Central Ave. (602) 261-3285.

Pittsburgh, 15222, 2002 Federal Bldg., 1000 Liberty Ave. (412) 644-2850.

Portland, Ore., 97204, Room 618, 1220 S.W. Third Ave. (503) 221-3001.

Reno, Nev., 89502, 2028 Federal Bldg. 300 Booth St. (702) 784-5203.

Richmond, Va., 23240, 8010 Federal Bldg., 400 N. 8th St. (804) 782-2246.

St. Louis, 63105, 120 S. Central Ave. (314) 425-3302.

Salt Lake City, 84138, 1203 Federal Bldg., 125 S. State St. (801) 524-5116.

San Francisco, 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave., (415) 556-5860.

San Juan, P.R., 00902, Room 100, Post Office Bldg. (809) 723-4640.

Savannah, 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. (912) 232-4321, Ext. 204.

Seattle, 98109, 706 Lake Union Bldg., 1700 Westlake Ave. North (206) 442-5615.

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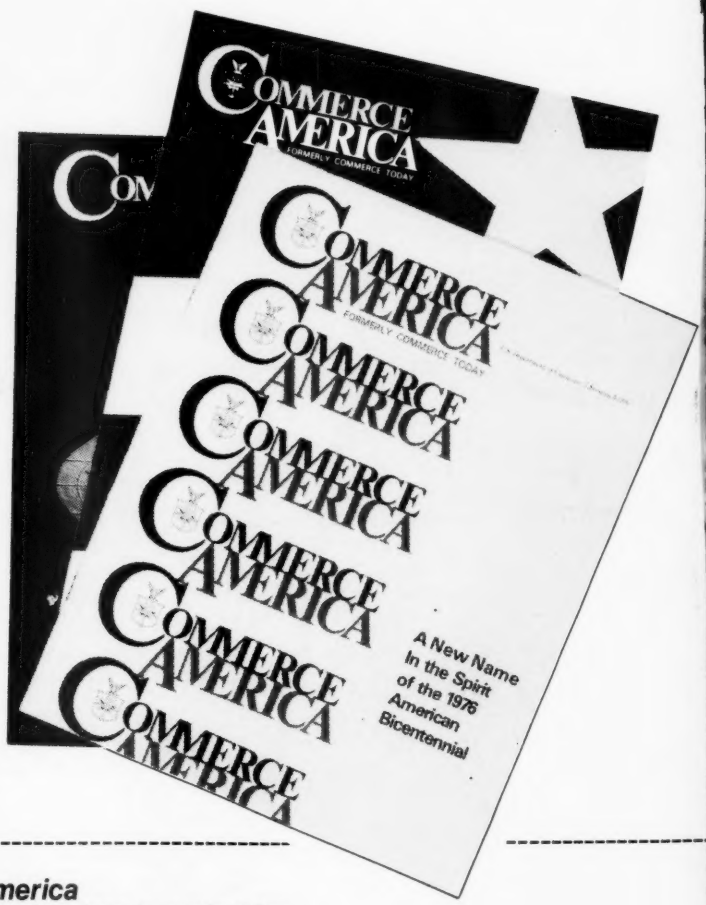

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